



**AHB**

Tooling & Machinery, Inc.

*Complete Metalworking Solutions*

# COMPLETE INVENTORY CONTROL SOLUTIONS

# WHY INVENTORY SOLUTIONS?

- Secure long-term contracts
- Add Value to your Proposition
- Promote Partnership
- Grow business in existing accounts
- Better service your accounts
- Get your foot in the door at NEW accounts



# MARKET SIZE

	<u>Fastenal Analyst Day</u> <u>May 2011</u>	<u>Wunderlich</u> <u>February 2013</u>
Manufacturing	106,817	520,000
Mining	1,907	2,000
Utilities	2,362	10,000
Construction	20,913	10,000
Services	16,425	134,000
Government	63,120	48,000
Education	28,745	5,000
Healthcare	18,039	5,500
<b>Total</b>	<b>258,328</b>	<b>734,500</b>

Source: Wunderlich Securities Research & Company Reports\_Feb 2013

Research & Studies estimate the vending market potential at 10X current installations.

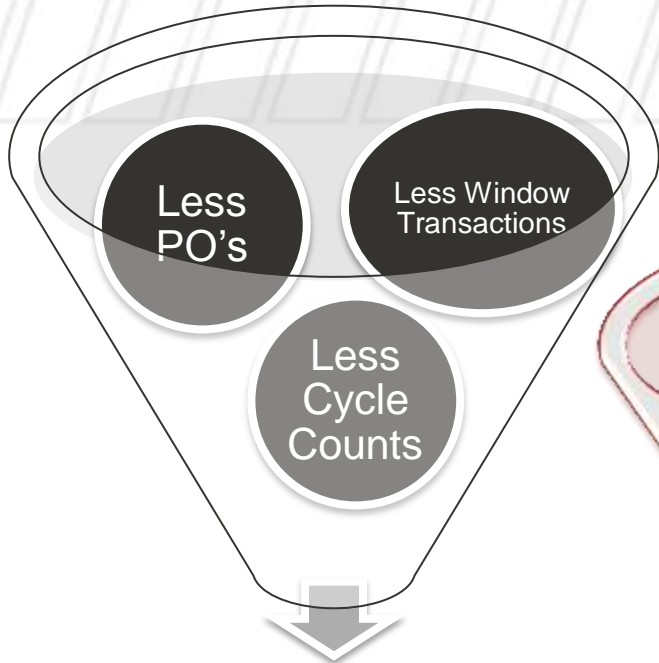
*\*Services = Automotive and Machine Repair Shops and Transportation facilities\**

# ***CUSTOMER BENEFITS***

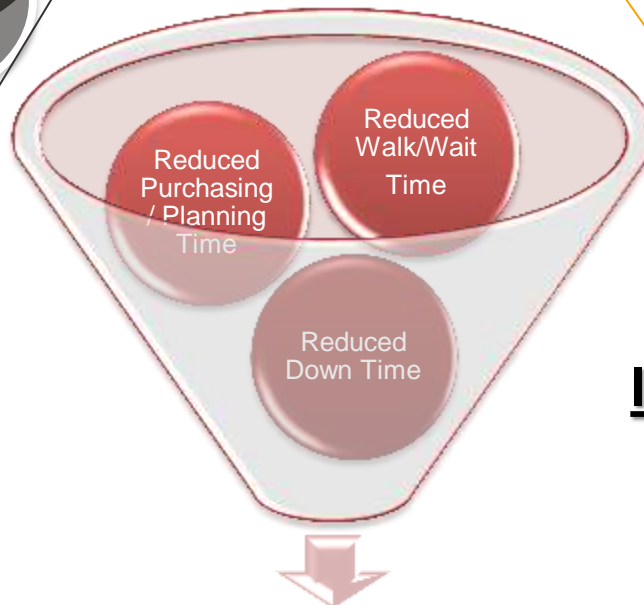
- **Control and Reduce Consumable Inventory Spend**
- **Track Durable Inventory**
- **Control Access to Inventory**
- **Creates a “Lean” environment**
- **Reduce Purchasing Expenses**
- **Reduce Stockouts/Expediting Costs**
- **Manage all Areas/Types of Indirect Materials**
- **Cost Accountability (Employee, Department, Shift, Machine)**
- **Productivity Gain for Personnel**



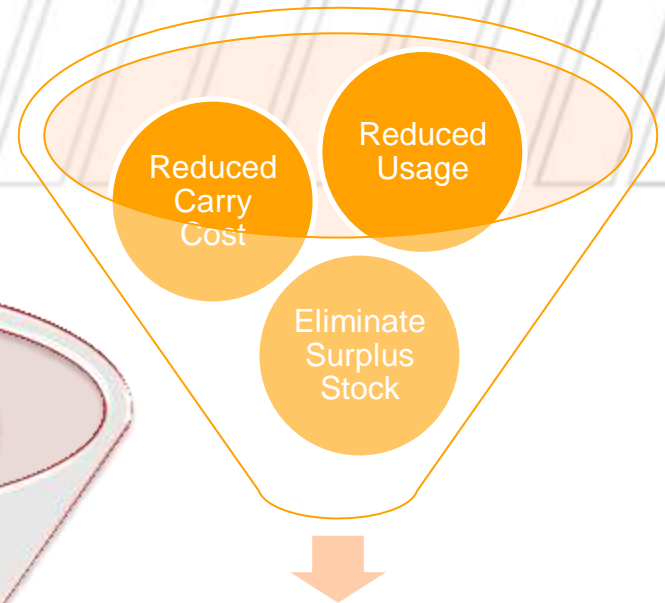
# ***COST SAVING BUCKETS***



**Labor Efficiency**



**Operational Savings**



**Inventory Savings**

# WHY CRIBMASTER?

*20 years innovating how manufacturers and industrial distributors manage MRO*

## *Stanley Black & Decker – IAR Division*

- *Stanley Proto*
- *Mac Tools*
- *Stanley Vidmar*
- *Facom*
- *Stanley Supply & Svcs*
- *CribMaster*

## *Largest Company in our Competitive Space*

- *125 Employees*
- *Over 4000 customers worldwide*
- *Largest vending offering – Over 12 devices*
- *Leaders in RFID & Precision Scale Technology*
- *Largest Support Department in industry*
- *In house software developers & engineers*

## *Much more than vending company*

- *Kit Master*
- *Mobile Solution*
- *Storeroom / Toolcribs*
- *Preventive MTC / WO Module*
- *Gauge Module*

## *CribMaster Global*

- *CribMaster Europe HQ in Brussels*
- *CribMaster Emerging Markets*



# SELLING THE DIFFERENCE

- **Cribmaster is, at its core, a software company.**

“Every system centers around the software, regardless of where the transaction is taking place”

- **Provide a complete offering of solutions**

“We can provide what the competitor is offering, but we have what may be better solutions”

Crib or Storeroom  
Point of Use Vending  
RFID Solutions

- **Traditional vs. Passive transactions**

“Making it easier for the employee to do the right thing”

- **System Expertise**

“One size does NOT fit all. We will need to evaluate the items and quantities you would like to vend to make the correct recommendation”

***Together we are not selling vending machines;  
We are providing an Inventory Control Solution***



# COMPETITIVE ADVANTAGE

- Software Innovation with ATR
  - Same User Interface drives over 15 different devices
  - More than double the customized features of other systems.
  - Multi-Language
  - User Profiling
  - Item Images
  - Disconnected State
  - Built-in Diagnostic Utilities
- Device Flexibility & Expansion
  - CribMaster ProStock & ProLock are two of the only devices in the industry that can be reconfigured in the field without any additional parts or without taking the machine apart or down.
  - WeighStation device has 3X the capacity of coil & carousel units, offers the quickest transaction time, and allows users to issue multiple products at a time.
  - Up to (6) traditional vending devices can all be daisy chained to each other with a single UI for ultimate flexibility.
  - Only offering in the market with both RFID storeroom solutions, RFID cabinets, and RFID smart drawers.





# BUILDING A STRONG FOUNDATION





**ProLock**

**ProStock**

**ToolBox**



**CabLock**



**ToolCube**



**Crib Software**



**AccuPort**



**AccuCab & AccuCab Hybrid**



**WeighStation**



**AccuDrawer**

**"Traditional" Vending**

**"Passive" Vending RFID & Scales**



**Other Applications**

**Mobile Applications**

**Mobile Tool Facility/RFID**



**AeroScout**



**PM Software**

**RTLS**



**System Integration & Support Services**



**PADD / Scales**

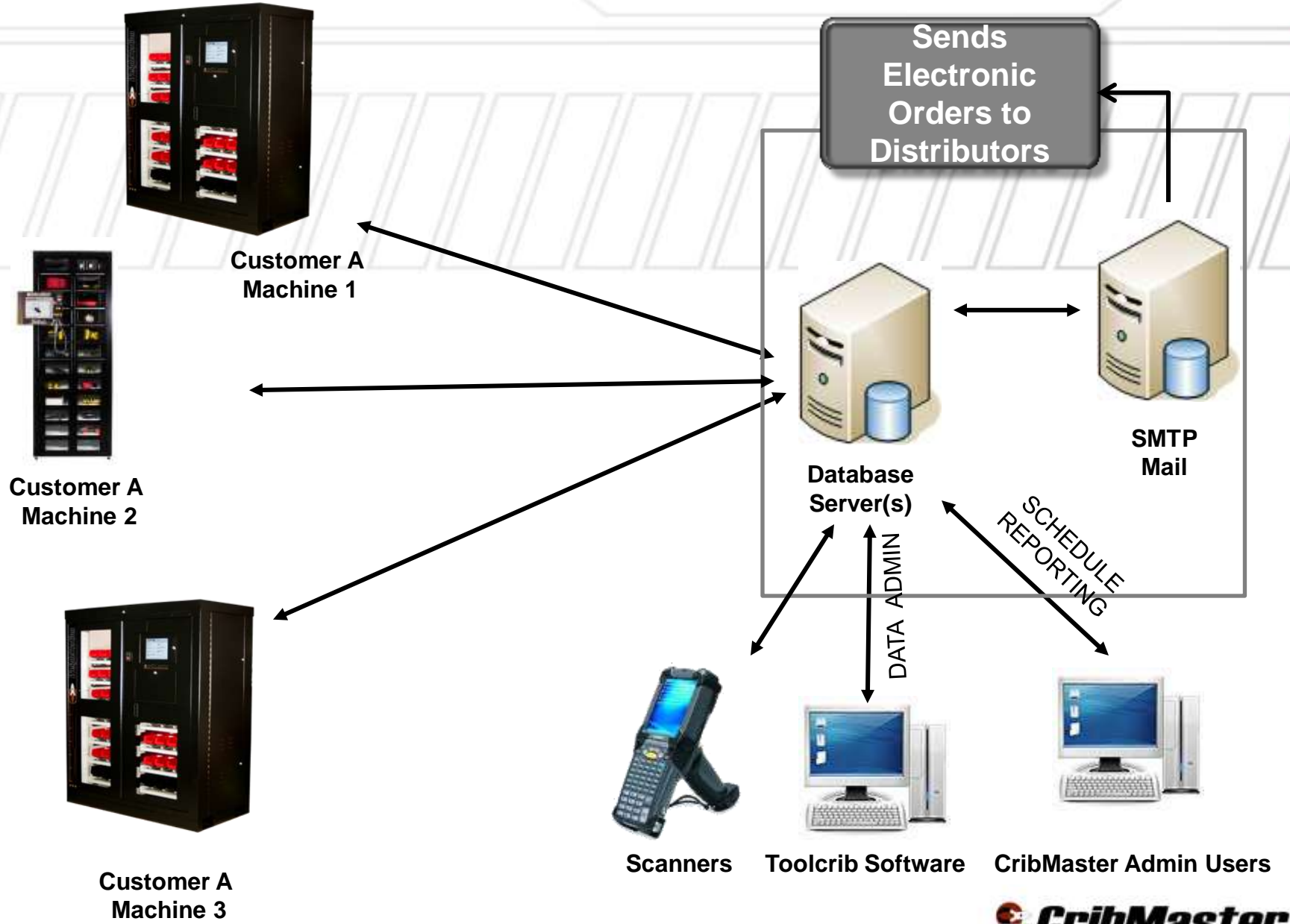


# SOFTWARE FEATURES

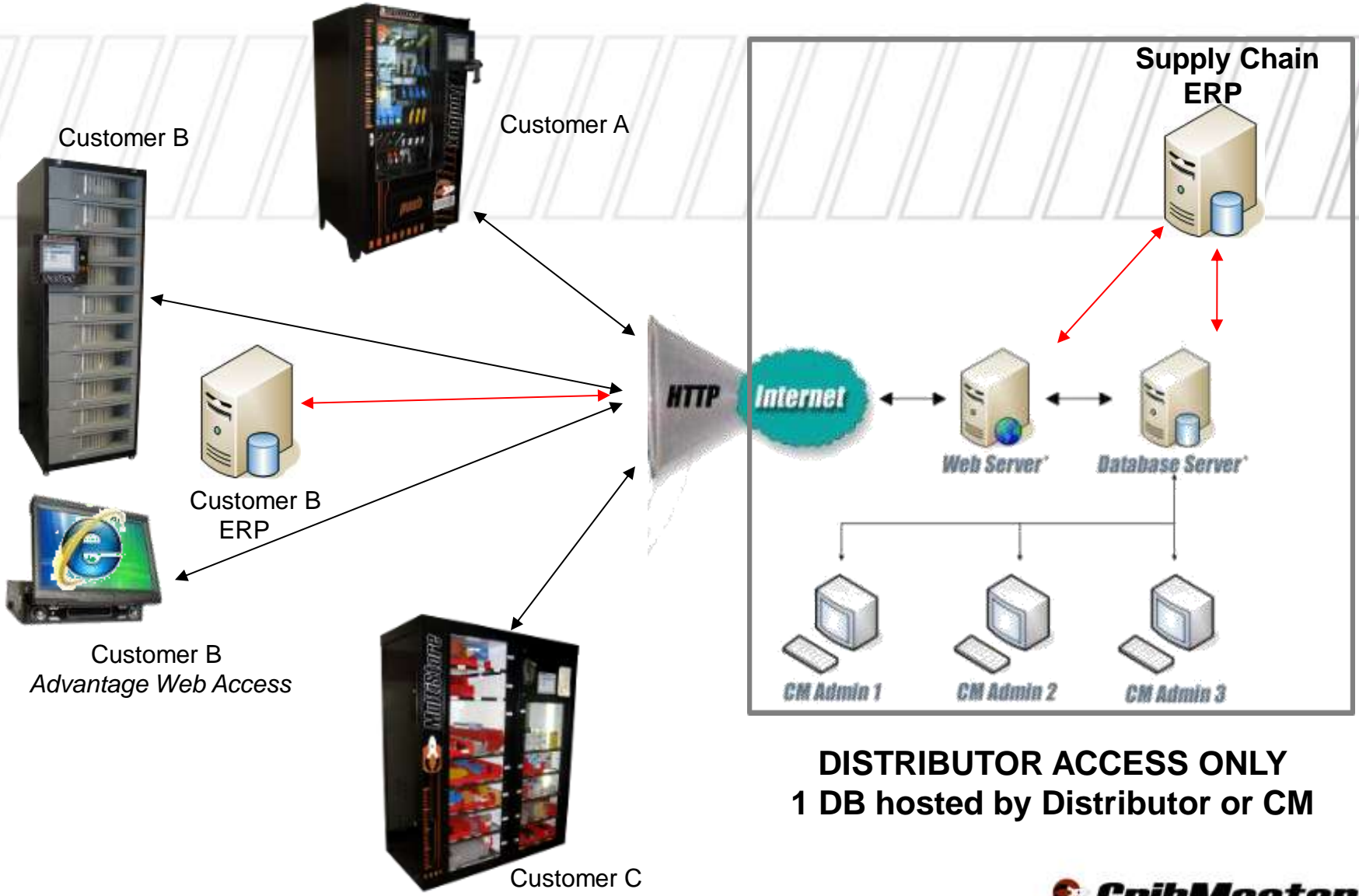
- Extensive Reporting Module
- Web based or Client/Server
- Min/Max Optimization
- Manage 5 Classifications of Inventory
  - Expendable
  - Durable
  - Rework
  - Kit
  - Gauge
- Complete Cycle Counting Module
- Preventive Maintenance & Scheduling
- Lot Number Tracking
- Storeroom Transfers
- Integrated hand-held scanners
  - Over 10 transaction types
- Single storerooms or multiple locations



# CRIBMASTER "CLASSIC"



# ADVANTAGE PROGRAM



**DISTRIBUTOR ACCESS ONLY**  
**1 DB hosted by Distributor or CM**

# ONE SIZE DOES NOT FIT ALL

## Providing a Custom Solution

### TRADITIONAL VS. PASSIVE

- In **TRADITIONAL** vending, you tell the machine what you are taking and how many.
- In **PASSIVE**, the machine knows and records it automatically for you.



# TOUCHSCREEN INTERFACE

- Enhanced features and options at the machine
- Cost Center selection
- Picture/Image Display
- Item searching in single machine or across the plant.
- Favorites Feature
- Advanced functions at the machine:
  - Count
  - Adjust
  - Receive
  - Setup
- Language based on Employee selected



# TRADITIONAL VENDING

- Applications:
  - Point-of-Use Dispensing of high turn MRO consumables
  - Check-Out / Check-In management of durables & assets.
  - Controlled VMI dispensing locations
- Benefits to Distribution:
  - Diverse offering of devices
    - Coil
    - Drawer
    - Carousel
    - Lockers
  - Link multiple device types together for flexibility





# TOOLBOX™

- **Machine Type:** Coil, Helix, Candy bar
- **Security level:** Very High
- **Employee Transaction:** Requires Interaction
- **Restocking time:** Average
- **# of SKUS's:** 70 maximum
- **Moving parts:** Average
- **Repackaging:** Yes
- **Types of Items:** Mostly small, some medium-sized; cutting tools, welding parts, batteries. Some larger items like gloves may be vended, but they fill the machine quickly and may not vend reliably



# PROSTOCK™

- **Machine Type:** Carousel
- **Security level:** Very High
- **Employee Transaction:** Requires Interaction
- **Restocking time:** Slowest
- **# of SKU's:** Depends on size and quantities of items. Each unit has 560 pie-shaped openings. Average number of SKU's is probably 80.
- **Moving parts:** Most
- **Repackaging:** No
- **Types of Items:** Mostly small, some medium-sized; cutting tools, welding parts, batteries, tapes. Some larger items like gloves may be vended, but they fill the machine quickly.



# PROSTOCK™



# PROLOCK™

- **Machine Type:** E-Lockers
- **Security level:** Very High (depending on number of items in locker)
- **Employee Transaction:** Requires Interaction
- **Restocking time:** Average
- **# of SKUS's:** Based on number of lockers, 24 lockers per unit with onsite configurable shelves and doors
- **Moving parts:** Few
- **Repackaging:** No
- **Types of Items:** Mostly medium to large items. Many times used for a single item in each locker like a power tool. Bulk items can be issued, like gloves, tapes and glasses, but this becomes a Medium Security situation.



# PROLOCK™

- **Access-Controlled Flexible Locker**

  - Same Footprint as ProLock

  - Side Access for easy unlocking in case of power loss

- **Scalable Locker Solution**

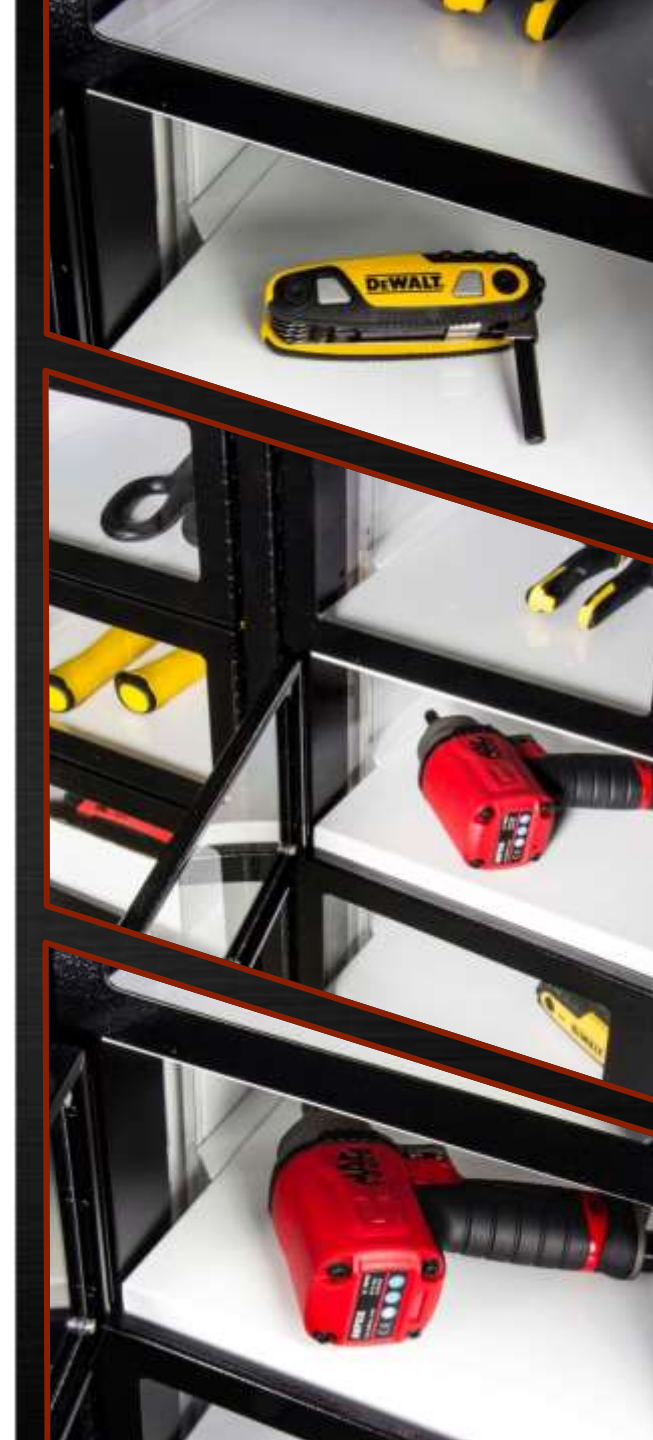
  - Connect 3 units together for a total of 96 lockers connected to one TekVision

  - Option available to add Communication ports to add up to 8 units or 192 lockers

- **24 Individual Lockers per Unit**

  - On Site Configurable shelves – 1,2,3 door locker options

  - Configurable doors for large items



# MULTISTORE™

**Machine Type:** 24 adjustable height drawers per unit – onsite configurable

**Security level:** Medium

**Employee Transaction:** Visual

**Restocking time:** Average

**# of SKUS's:** Up to 200, depending on size of items

**Moving parts:** Average

**Repackaging:** No

**Types of Items:** Can handle both small and large items. PPE and power tools are common, as well as cutting tools, welding parts, batteries, tapes. Since this is a medium-security device, it is generally used for lower-cost items or slower movers



# TOOLCUBE™

- **Machine Type:** “Step” Drawer (Opens one section at a time)
- **Security level:** Very High
- **Employee Transaction:** Requires Interaction
- **Restocking time:** Average
- **# of SKUS's:** Based on number of drawers
- **Moving parts:** Average
- **Repackaging:** No
- **Types of Items:** Can handle both small and large items. Drawer range from 2” wide to 20” wide. Common uses are cutting tools



# TOOLCUBE™





# CABLOCK™

- **Machine Type:** Drawer
- **Security level:** Medium
- **Employee Transaction:** Visual
- **Restocking time:** Average
- **# of SKUS's:** Up to 300, depending on size of items
- **Moving parts:** Average
- **Repackaging:** No
- **Types of Items:** Mostly small, some medium-sized; cutting tools, welding parts, batteries, tapes. Since this is a medium-security device, it is generally used for lower-cost items or slower movers.



# CABLOCK™



- Locking Stanley Vidmar Cabinet
- Configurable inserts and drawer configurations



**ProLock**

**ProStock**

**ToolBox**



**Crib Software**



**AccuPort**



**AccuCab & AccuCab Hybrid**



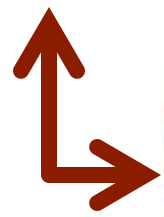
**CabLock**



**ToolCube**

**“Traditional”  
Vending**

**“Passive” Vending  
RFID & Scales**



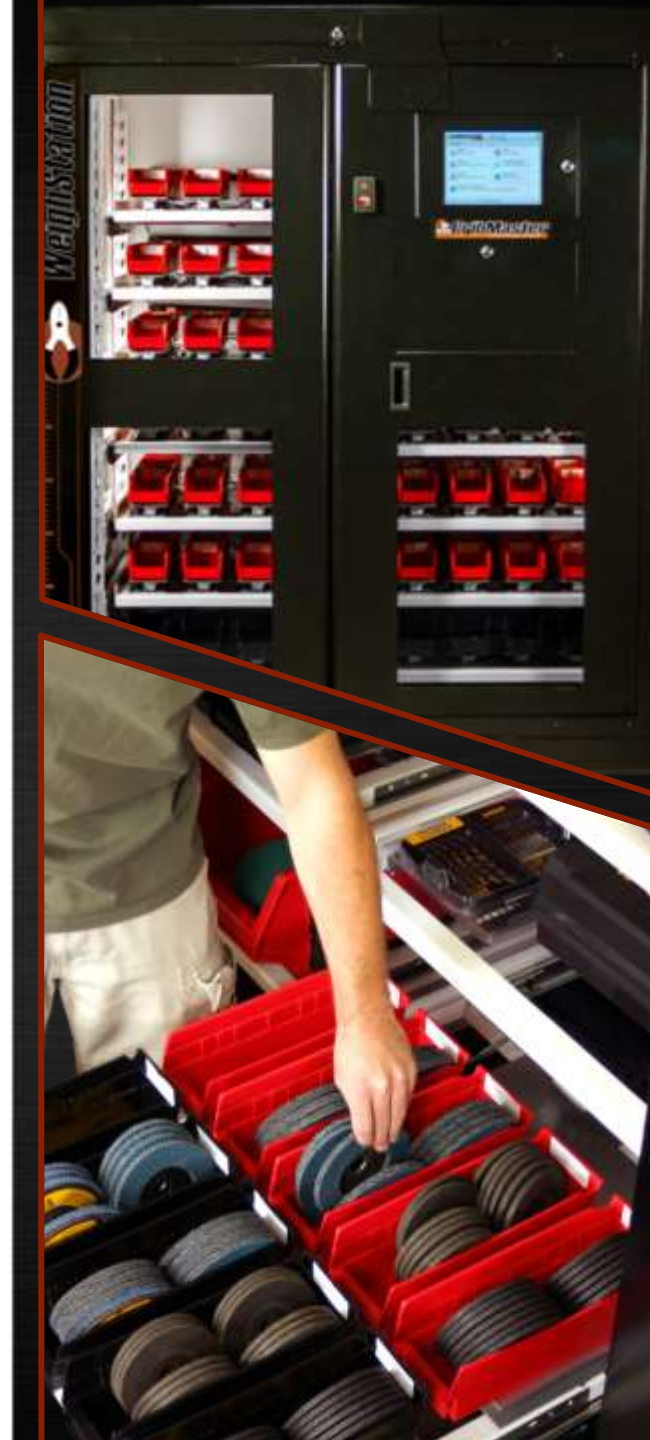
**AccuDrawer**



**WeighStation**

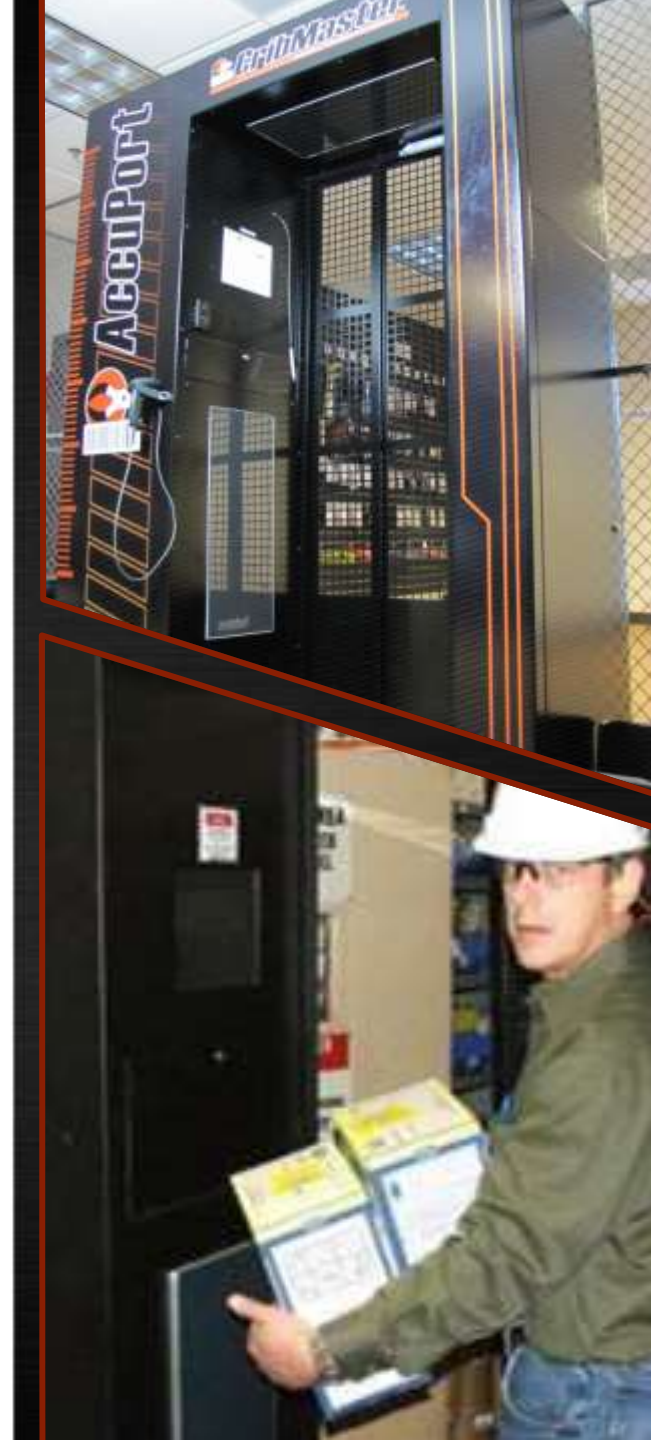
# PASSIVE VENDING

- Applications:
  - Point-of-Use Dispensing of high turn MRO consumables
  - Check-Out / Check-In management of durables & assets.
  - Controlled VMI dispensing locations
- Benefits to Distribution:
  - Technology advancements in capacity, stocking, and ease of use.
  - Differentiate your vending offering from the competition
  - Quicker ROI's through higher capacity units.
  - Simpler & faster restocking



# RFID STOREROOMS

- Applications
  - Free Access Storerooms / Cribs
  - Satellite Stores
  - Maintenance Cribs
  - VMI / Integrated Supply Cribs
- Benefits to User:
  - Manage storerooms 24/7 without needed labor.
  - Control access to inventory
  - Increase inventory accuracy & visibility
  - Capture usage to cost centers and work orders.
  - Automate supply chain with key suppliers.



# ACCUPORT™



# ACCUPORT™

- **Machine Type:** Portal
- **Security level:** High
- **Employee Transaction:** Passive
- **Restocking time:** Average
- **# of SKUS's:** Unlimited
- **Moving parts:** None
- **Repackaging:** Tagging required
- **Types of Items:** Any type or size of item can be dispensed, as long as it fits through the portal door.



# ACCU-PORT™





# TAGGING EXPENDABLE ITEMS

## Bag and Tag

- 1 x 4 Paper Tag
- Reusable Bag with Label

## Hang Tags

- Attach tag with Rubber band
- Laminate Tags

## Cups

- 1 x 4 Paper Tag
- Any size Cups

## Tag Pouches

- Location is tagged
- Fewer tags required

RFID  
Bag  
And  
Tag



RFID  
Bag  
And  
Tag



RFID  
Hang  
Tags



# RFID Cups



RFID  
Tag  
Pouches



# ACCUCAB™

- **Machine Type:** RFID Cabinet
- **Security level:** High
- **Employee Transaction:** Passive
- **Restocking time:** Average
- **# of SKUS's:** Up to 500
- **Moving parts:** Few
- **Repackaging:** Tagging required
- **Types of Items:** All types of items, both large and small
- **RFID Automatically Monitors Inventory Movement**



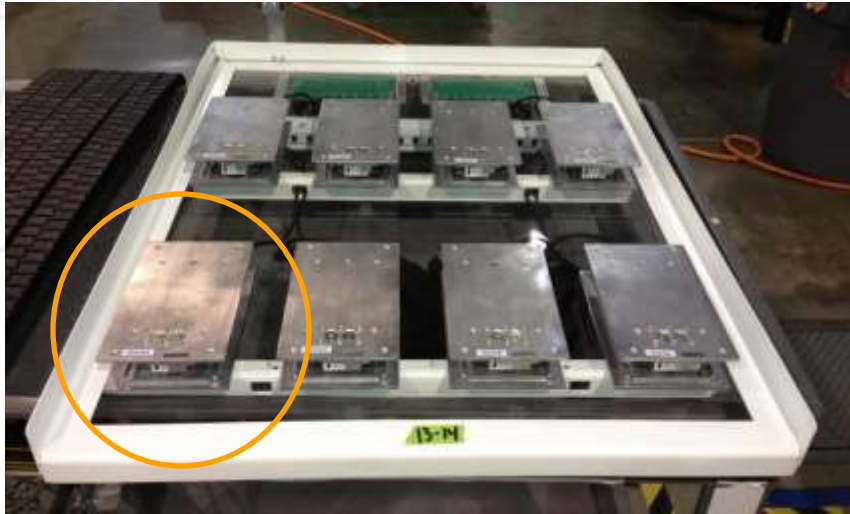
# WEIGHSTATION™

- **Machine Type:** “Scale” Cabinet
- **Security level:** High
- **Employee Transaction:** Passive
- **Restocking time:** Fastest
- **# of SKUS's:** Up to 168 scales, depending on size of items
- **Moving parts:** Few
- **Repackaging:** None
- **Types of Items:** All types of cutting tools, welding, PPE, MRO





# WEIGHSTATION™





↑ Sill in design phase ↑



# HYBRID ACCUCAB™

- Scale and RFID Technology
- Easy Control of both Durables and Expendables behind one single unit
- Simple Re-Stocking Process
- Complete Flexibility and Custom Configurable





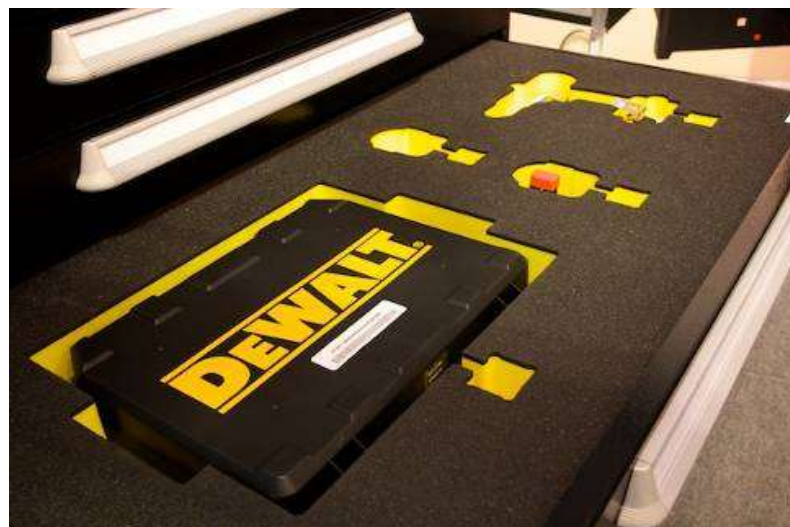
 **CribMaster**  
Inventory Management System

# ACCUDRAWER™

- **Machine Type:** RFID Drawer
- **Security level:** High
- **Employee Transaction:** Passive
- **Restocking time:** Average
- **# of SKUS's:** Up to 300, depending on size of items
- **Moving parts:** Few
- **Repackaging:** Tagging required; one-time
- **Types of Items:** Hand tools, power tools, kits



# TOOL LAYOUTS





- CribMaster tool kitting business
- One Stop Shop!
  - Complete capabilities in house
    - Tool & Storage procurement
    - CAD development & design
    - Foam cutting
    - Tool etching
    - Full turn key



# RFID EMBEDDED INDUSTRIAL HAND TOOLS:



## FOD COMPLIANCE



# VENDING MATRIX

	Security	Repackaging	Reconfigure	Restocking	Auxiliary	Issue/Return
Tool Box	High	High	Limited	Moderate	Yes	No
ProStock	High	Low	Simple	Difficult	Yes	Yes
CabLock	Medium	Low	Simple	Simple	Yes	Yes
MultiStore	Medium	Low	Simple	Simple	Yes	Yes
ProLock	Medium	Low	Moderate	Simple	Yes	Yes
Modulock	High	Low	No	Simple	Yes	Yes
Weigh Station/Hybrid	Medium	Low	Limited	Simple	No	No/Yes
AccuPort	Medium	Moderate	N/A	Moderate	No	Yes
AccuCab	Medium	Low	Moderate	Simple	No	Yes



**ProLock**

**ProStock**

**ToolBox**



**CabLock**



**ToolCube**



**AeroScout**

**Applications  
RTLS**



**PM Software**



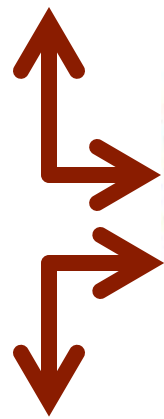
**System Integration &  
Support Services**



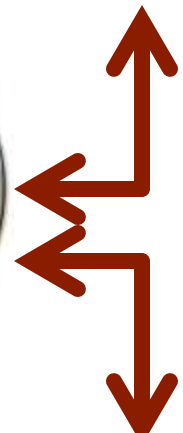
**Crib Software**



**“Traditional”  
Vending**



**“Passive” Vending  
RFID & Scales**



**Mobile  
Applications**



**AccuPort**



**AccuCab &  
AccuCab Hybrid**



**AccuDrawer**



**WeighStation**

**Mobile Tool  
Facility/RFID**



**PADD / Scales**



# JOBSITE SOLUTIONS

- Applications:

- Contractor market
- Facilities Maintenance Fleets
- Oil & Gas
- Power Generation & Utilities
- Disaster Relief

- Benefits to Distribution:

- Go where your competitors aren't
- Another progressing differentiator
- Unmatched service model for an industry that is constantly shifting



# JOBSITE SOLUTIONS



Portable Asset Dispensing Device



Mobile Tool Facility





**P.A.D.D.**



# 53' MOBILE TOOL FACILITY



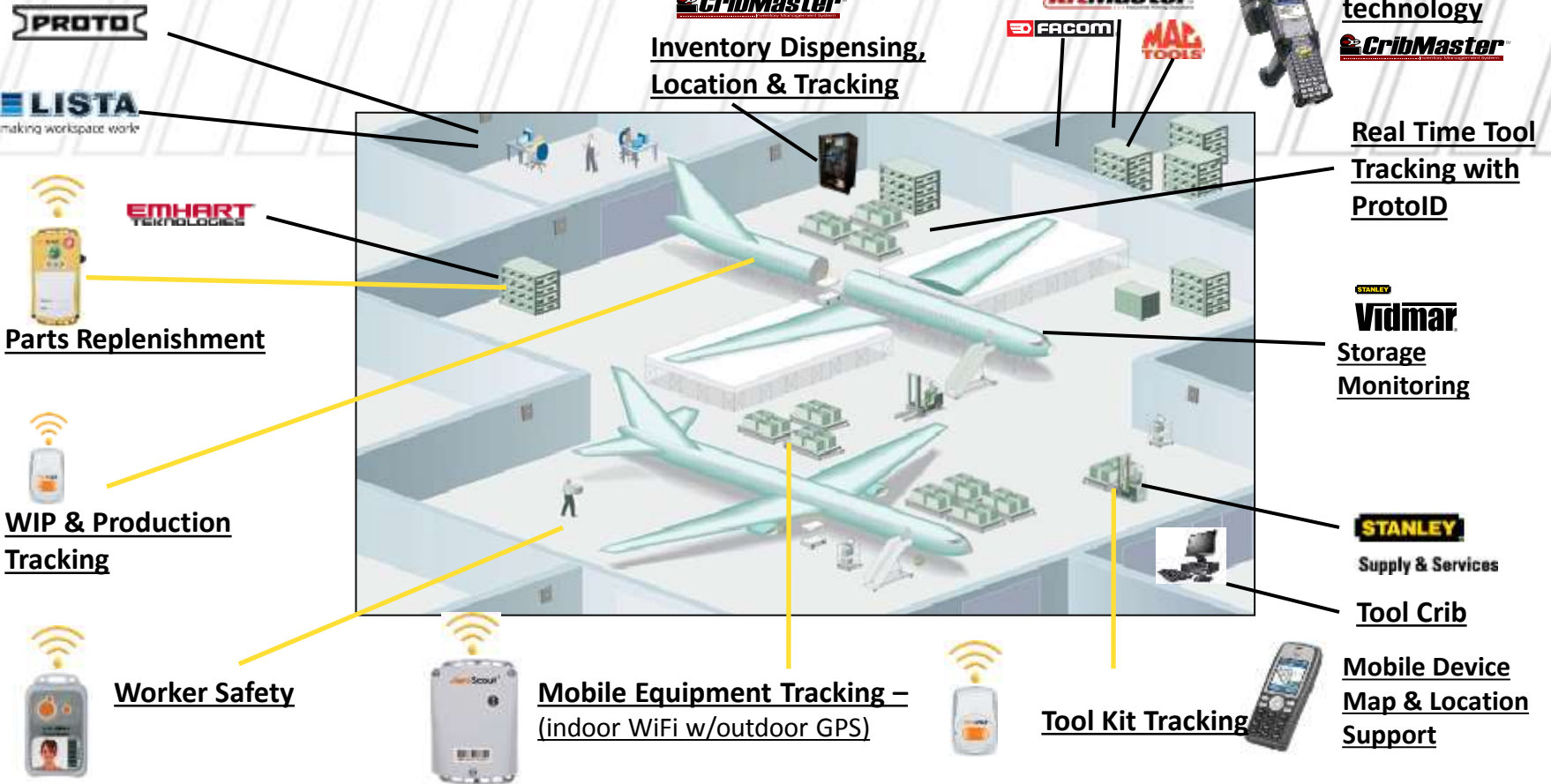






# A COMPLETE SOLUTION FOR YOUR CUSTOMER

AeroScout/CribMaster combined with the hand tools and storage products from all IAR businesses are unbeatable



**Real-Time Visibility Optimizes Productivity, Supports LEAN initiatives**

# Q & A

# THANK YOU!