



# SUPPLY CHAIN SOLUTIONS

FASTENERS | MRO | SAFETY

**WÜRTH INDUSTRY NORTH AMERICA**

# THE WÜRTH DIFFERENCE

**WE ARE  
EXPERTS**

Proactive supply chain and inventory management solutions customized to your business, your industry.

Market leader in trade of Fastening Assembly and Connecting Materials, Safety (PPE), MRO, and Cutting Tools.

Industrial products and services delivered with prompt, personal attention, along with complete program support.

## IS YOUR CURRENT SUPPLIER DOING ENOUGH?

WHEN STATUS QUO ISN'T AN OPTION

Würth aims to be more than just an industrial supplier. We are a partner – a collaborator and resource that truly understands the manufacturing environment and the challenges you face. For 75 years, we've been building long-standing partnerships with our customers.

Würth is world's largest distributor of industrial components from C-Parts, specialty fasteners, production consumables, safety supplies, and more. We've long believed that, just as important as parts are, maximizing reliability for your

organization is paramount. It's why our people remain urgently focused on providing the right product at the right time and at the right price – every time.

It's all part of our comprehensive, passionate, and personal approach. We have the advanced technology to handle every aspect of your inventory management program including storage, ordering, bin placement, analytics, set up, and more. But even better – and more important – we have responsive, driven people dedicated to helping you grow your business.





# UNRIVALED PRODUCT EXPERTISE

## STANDARD FASTENER PRODUCTS

From the nuts, bolts, screws, washers, and other parts you use every day, to high-quality fasteners, we ensure your inventory stays well-stocked and well-managed.

Screws • Nuts • Washers • Rivets • Pins/  
Machine Elements • Sockets/Threaded rods •  
Fittings/electrical



## STAINLESS STEEL FASTENERS

Corrosion impacts many industries: marine, construction, mining, transportation, and more. Our stainless solutions lengthen the life of your equipment/product, reduce maintenance/repairs, and prevent injury from product failure.

Corrosion-resistant, stainless steel fasteners  
Exotic fasteners • Full line 304 and 316 fasteners



## SPECIALTY/ENGINEERED & ASSEMBLY COMPONENTS

Products that are the result of optimized processes tailored to your specific requirements, combined with extensive production expertise.

Anti-vibration • Assemblies • Electronic connectors • Fittings • Inserts • Retaining rings  
• Socket screw products • Stamped parts



## KITTING AND ASSEMBLY

With our in-house kitting and assembly capabilities, we pick and pack components according to your specific instruction and deliver the kits to strategically located storage bins on your production line.

Improved cost control • Reduced downtime •  
Decreased handling and less waste • Vendor reduction • Part standardization



## MRO & INDUSTRIAL SUPPLIES

A range of production consumables and related equipment for manufacturing, general contracting, construction, and various other industries.

Hand, cutting and power tools • Abrasives and adhesives • Cleaning supplies • Compressors  
• Shop and warehouse equipment • Paint and coatings • Chemical products



## STRUCTURAL STEEL FASTENERS

High-load fasteners used for building structures with girders and beams, all manufactured to different ASTM F-3125 specifications to ensure greater strength.

A325/ A490 Bolts • Tension Control • Dome Head • Hex Head • Type II • Mechanical & HD Galvanized • Hex Machine • Carriage Bolts



## INDUSTRIAL SAFETY SUPPLIES & PPE

Offering an extensive inventory of PPE, prevention measures and solutions, training, safety assessments, safety tips, disaster preparedness advice, and more.

Hand protection • Eye protection • Protective clothing • Respiratory protection • Fall protection • Head & Face protection • Hearing protection • Foot protection



## INDUSTRIAL 3D PRINTING

Our Industrial 3D printing services offer a streamlined and efficient method to simplify your supply chain, reduce development times and increase the ability to adapt to customers' needs.

World's first "Digital" Kanban system • Small quantity parts in tool crib can be 3D printed • Würth maintains digital part library to optimize space and reduce cost







## INTELLIGENT SUPPLY CHAIN SOLUTIONS DELIVERING MAXIMUM RESULTS

# LEADING-EDGE INVENTORY MANAGEMENT

AUTOMATED. DIRECT. RELIABLE.

Our focus is on developing comprehensive, custom inventory management solutions that provide you with maximum efficiency, control, and transparency. Our tailor-made logistics save valuable storage space, lower your purchasing costs, and produce significant cost savings so you can concentrate on your core business.

How do we do it? Better systems. Würth has always invented and designed new solutions to improve procurement processes in C-Parts management—through customized supply and service concepts. From simple Kanban supply of materials to complete embedded supply solutions, we tailor our services to specifically meet your needs. We provide maximum process transparency and supply security.

Product expertise combined with integrated supply services, Würth creates cost-savings through process optimization. Together with personalized service, invoice consolidation, supply chain security and footprint reduction, we offer our customers a one-stop solution and seamless integration.

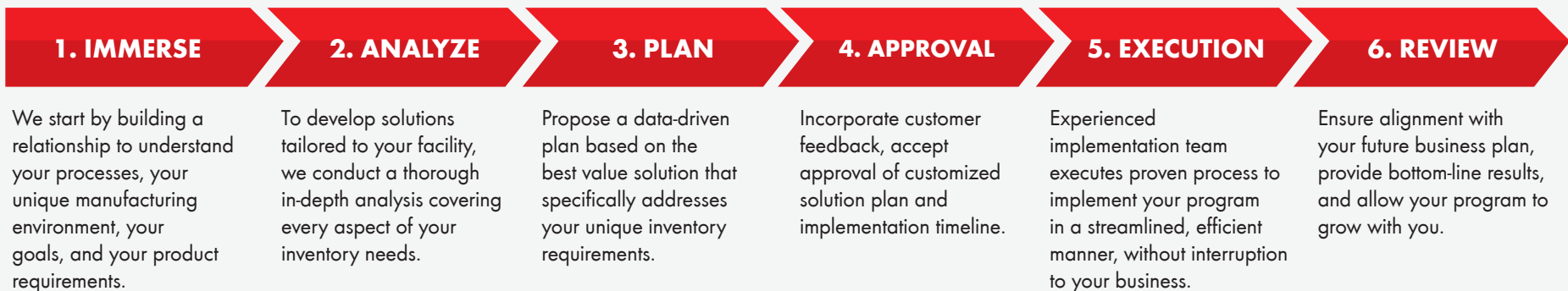
**Effective inventory management is vital to success in today's competitive environment.**

- C-Parts and assembly components have low value but high procurement and processing costs
- Maintaining an ideal stock can be an expensive, time-consuming task
- It's even more difficult when including specialty fasteners, safety supplies, tools, and other necessary items

Würth provides you with a customized inventory management program that handles every facet of your parts inventory—storage, ordering, placement, set up, and more – so you always have fasteners and assembly components.

### TRANSITION AND IMPLEMENTATION

Experienced team dedicated solely to your implementation takes a proactive, personalized approach to optimizing supply chain strategies specific to your organization:





# YOUR NEEDS OUR SOLUTIONS

WE CARE ABOUT THE CHALLENGES YOU FACE, AND DELIVER ON OUR PROMISES

“

“We saved more than \$1 million on a significant spend, and between 30 and 40% of floor space right away. Before Würth, our fastener solution was status quo, with no strategic thinking. That all changed once we met the people from Würth.”

Manufacturer of Recreational Vehicles

”

## CREATE A SOLUTION

Würth provides you with customized inventory management solutions that handle every facet of your inventory. Together, we'll build a program that meets the needs of your business goals and ultimately impacts your bottom line. Multi-bin KANBAN system solutions, vending machines, RFID technology, on-site shops, kitting and assembly, e-commerce, and more—rest assured you will always have the fasteners, assembly components and industrial supplies you need, when and where you need them.

You'll see results of your tailor-made solution direct to your bottom line. Today's economy demands greater flexibility and responsiveness. The need for innovation, improved efficiency, cash flow, and shorter time to market is vital to success— and Würth leads the way in simplifying and managing these challenges, turning obstacles into opportunities.

- Reduce your supplier base with one single source
- Tailor-made logistics and supply solutions
- Delivering product, direct to your point-of-use
- Fully automated supply of parts
- Maximize efficiency of purchasing, production, and material flow
- Transparency of data, reporting, and tracking
- Use of innovative technologies like RFID and more
- Personal on-site support

## THE RESULTS



**A MORE  
EFFICIENT  
OPERATION**



**20% - 40%  
FLOOR  
SPACE SAVED**



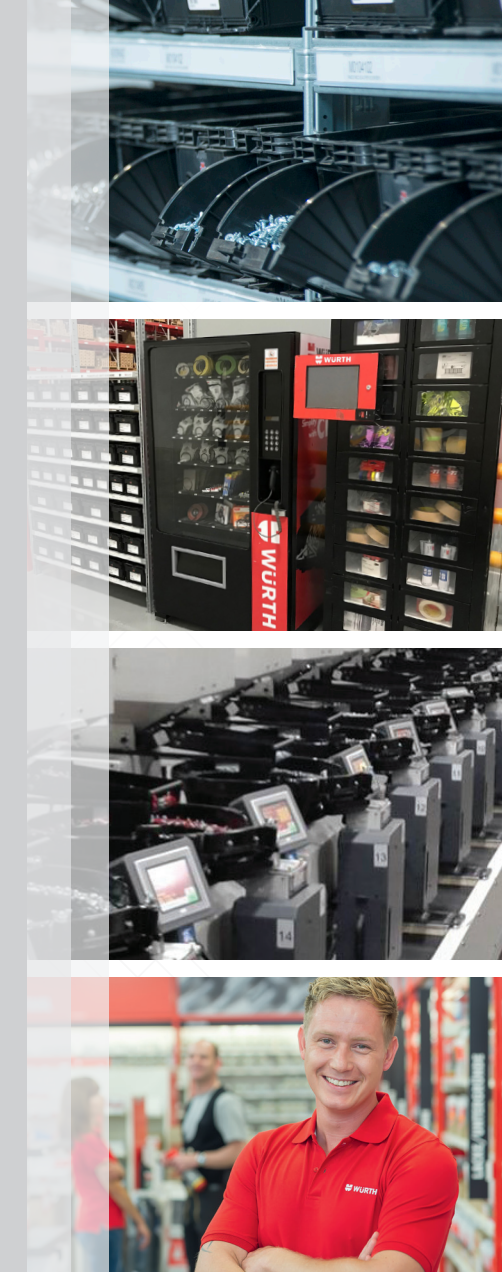
**TOTAL COST  
OF OWNERSHIP  
REDUCTION**



**DEVELOPED  
SOLUTIONS  
FOR NEW LINES**



**ADDED VALUE**  
BETTER PLANNING, MORE  
STRATEGY, PREPARED FOR  
LONG-TERM PROJECTS





# DELIVERING VALUE AND RELIABILITY



## ENGINEERING EXPERTISE

Würth's engineering assistance program supports you in all stages of your design and manufacturing process. A true extension of your engineering team, we drive down cost and increase operational efficiencies. Our national network of engineers provide local support and access to vast industry knowledge.

- Parts consolidation and standardization
- Production assistance
- Print reviews and verification process
- REACH, RoHS, & ELV assistance
- Design assistance (incl. CAD)
- VA/VE cost savings initiatives
- Product tear downs
- Material and plating evaluation
- Fastener Academy: training on materials, grades, plating, assembly, and fastener standards



MORE THAN 385 YEARS  
OF EXPERIENCE, OUR  
NETWORK OF ENGINEERS  
POSSESS UNRIVALED  
FASTENER EXPERTISE

## SUPPLIER QUALITY

We take the initiative to ensure the integrity of the parts we supply—and the suppliers who provide them. Würth developed a comprehensive quality management system based on the rigorous and varying quality requirements of our diverse group of customers. And, we've invested in quality labs around the globe to ensure expertise and quality testing wherever you are located.

From performing stringent supplier audits to certifying we're using the best suppliers, to customer—and industry—specific inspection programs, we can tailor a program to meet the quality needs of your business. And guarantee you the right parts with the right quality.



A TEAM OF 25  
CONTINUOUSLY WORK  
TO CERTIFY PART QUALITY  
AND AUDIT OUR PREFERRED  
NETWORK OF SUPPLIERS

## TOTAL TRANSPARENCY

Würth's online platform, CPS®GLOBAL, proactive program management system provides complete visibility of your program. Maintain supplies with our customized software through a virtual view of your program—it's intuitive, online inventory management at its best. You're able to monitor bin levels, and use collected data to adjust supply levels and ordering schedules, anytime, from anywhere.

- Transparent information system on all Kanban bin movements
- Track alerts and trends
- Track and trace function provides information on filling events and items
- Comprehensive analysis functions (racers, sleepers, inventory turns for certain items, etc.)
- Availability of material and test certificates



TOTAL TRANSPARENCY  
OF EVERY PART IN YOUR  
PROGRAM. SEE THE STATUS  
OF YOUR SYSTEM, ANY  
TIME, FROM ANYWHERE.



**STRATEGIC, PROFITABLE**

# PARTNERSHIPS

## **SUCCESS COMES FROM OUR PARTNERS**

We're proud to work with customers who are industry leaders and who share a passion for developing leading products and innovative solutions. From reducing inventory costs to driving growth through assembly line expansion, our partners trust us to do whatever it takes to ensure those goals – and ultimately, their bottom line – are achieved through intelligent, innovative strategies.

As for our supplier partners, they adhere to our own strict quality standards, from extensive product testing to continuous audits. And they excel in delivering the right product at the right time. Through our aligned values, we develop strong partnerships that allow us to work together to drive growth and cost savings for our customers.

“

Top to bottom, very professional. They create a true customer relationship, they know us better than we know ourselves. They know our numbers and nomenclature. They are capable people and ready to hit the ground running.

*Manufacturer of Transformers, Substations, and Power Centers*

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## **WÜRTH'S DECADES OF EXPERIENCE UNIQUELY POSITIONS US TO MEET THE NEEDS OF COMPANIES:**

- **IN ANY INDUSTRY.** From energy to heavy equipment.
- **OF ANY SIZE.** From smaller regional companies to sprawling, international organizations.
- **IN ANY CYCLE.** Whether your company is focused on stability or expansion.





# THE WÜRTH GROUP

PROVIDING THE WÜRTH DIFFERENCE TO THREE MILLION CUSTOMERS

FOUNDED IN 1945,  
WITH MORE THAN 75 YEARS  
OF PROFITABLE,  
DOUBLE-DIGIT GROWTH

GLOBAL  
PURCHASING POWER

MORE THAN  
78,000 EMPLOYEES

PRIVATELY HELD,  
FAMILY OWNED,  
FINANCIALLY STRONG

INTERNATIONAL NETWORK  
DELIVERING FASTER SUPPORT,  
DECISION MAKING, AND  
CUSTOMER SERVICE

## WÜRTH INDUSTRY NORTH AMERICA

### LOCAL CULTURE.

### 110 LOCATIONS. ACROSS THE U.S., CANADA, MEXICO & BRAZIL

### PROVIDING LOCAL SUPPORT BACKED BY THE WORLD'S LARGEST INDUSTRIAL DISTRIBUTOR.

**WÜRTH** FAMILY OF COMPANIES







**CALL TODAY TO**  
**SPEAK TO A WÜRTH**  
**REPRESENTATIVE**

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