



BW industrial sales
FASTENER & HARDWARE SPECIALIST

VMI PLUS

VENDOR MANAGED INVENTORY +

5 REASONS WHY OUR VMI PLUS PROGRAM IS ALL YOU NEED!



VMI PLUS
SAFETY STOCK & VENDING SOLUTIONS



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COST SAVINGS



Many manufacturers are continuing to buy large volumes of inventory to assure they can offer the best possible price while also gaining peace of mind due to high inventory levels. However, these items tend to sit for weeks before they are used. This excess inventory cost increases monthly expenses and wasted warehouse space that could otherwise be used. That's why BW Industrial Sales created their "VMI Plus" program. This program reduces the need for high-cost inventory surplus and increases the hands-off automation of the manufacturer. Allowing our customers to focus on what they do, not what they need.

Rely on BW Industrial Sales to provide you with exact quantities of inventory on time every time and reduce the headache of overstocking and hands-on management. When using our VMI Plus Program, you can be confident that we will always have you stocked.

CONSIDER THE COST OF BUYING

It is estimated that OEM's spend 80% of their time chasing down items that only represent 20% of their inventory value. As a result, the cost of buying hardware or other products is often greater than the unit cost of the items being bought!



BENEFITS OF VMI PLUS

- **Last Column Pricing**
- **Never Run Out Of Inventory**
- **Reduce Paperwork, Transactions & Material Handling**
- **Part Go Directly To The Line**
- **Saves You Money, Time & Energy**
- **Never Overstock**

CUSTOM PARTS



If you're a manufacturer then you already know that the more standardized and common a product, the more simple your job is. It's as easy as going to your inventory shelves and finding the part. Unfortunately, that isn't the most common need these days, with tens of thousands of parts and thousands of possible applications, unique and non-standard parts are becoming increasingly necessary.

The BW advantage begins with relationships; For more than 25 years, BW Industrial Sales has developed an extensive network of quality global manufacturers. Whether you need 10 prototypes or 10 million pieces, BW can save you time and money. In some cases, we are able to reduce lead times from weeks to days.

OUR RELATIONSHIPS SAVE YOU MONEY

With dozens of worldwide connections, we can ensure your custom order is made to your exact specifications while also saving you time and money.

Get your product idea moved from the inception phase to the delivery phase, with BW's custom capabilities.

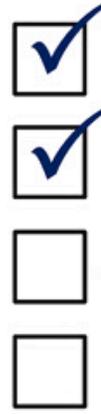


Custom Engraving & CNC Machining

**IF YOU CAN THINK IT
WE CAN MAKE IT**

Our mission at BW Industrial Sales is to offer a complete range of services and products. With that in mind, our focus on custom parts shows the willingness to provide reliable and quality service no matter what your needs. Ordering is simple, all you need to do is provide a print or drawing along with specific instructions and quantity, and we handle the rest. With endless possibilities, our team will quote you a price that wont be beat!

PROGRAM CONTROL



A common notion exists that implementing a VMI program for industrial supplies may result in a loss of control of that inventory. While a legitimate concern, Nothing could be farther from the reality of how our VMI Plus Program works and performs. We have created and implemented distinct tools and features that actually empower our customer's control over their supply inventory like never before. Our unique program ensures peace of mind while offering customizable levels of automation and control. Never worry again if you have a specific part and don't waste countless hours and space trying to manage your inventory, instead sign up for our VMI Plus program and let BW Industrial Sales do it for you!

WHAT OUR VMI TEAM DOES FOR YOU

- **Checks your stock** *up to twice a week at no charge
- **Delivers** *up to twice a week at no charge
- **Monitors & tracks your inventory** *at no charge
- **Supplies bins & labels** *if needed
- **Offers bagged and/or boxed parts**
- **Inspects & quality checks parts prior to delivery**



YOU WRITE THE PLAN, WE CHECK THE BOXES

3 Ways We Provide Control

1 Online Order Tool

You are just clicks away from placing an expedited order for any item currently in your VMI program. Your order will be processed within 60 minutes and you will receive your parts the very next day.

2 Emergency Onsite Parts Vending Machine

We place secure emergency cabinets with custom quantities of all your most critical parts specified within your VMI program. We only bill inventory once used, while also shipping a replacement order the next day. Giving you peace of mind.

3 Mirrored Inventory

We provide additional service to our customers by stocking a "Mirrored Inventory" in our warehouse. If an unexpected need arises we are able to ship you what you need through our *Overnight Delivery*.

QUALITY ASSURANCE



Quality is often overlooked until it becomes a problem. Historically, BW Industrial Sales has made quality a priority. A Dedicated Quality Assurance Program including our In-House Quality Control Lab, means that your parts go directly to your assembly line, virtually eliminating the need for additional inspection.

This saves you time, paper, and money. We'll keep track of the paperwork trail including inspection results, material certifications, and all part traceability records as well.

Quality Control

The importance of quality control and inspection is our priority. Knowing the consequences of a faulty part. BW Industrial Sales ensures that your parts are inspected and quality checked to our high standards, to make sure that you don't have to!

PEACE OF MIND GUARENTEED!



We Focus On You So You Can Focus On You

By outsourcing many of the repetitive inventory duties your company encounters daily, **BW Industrial Sales** is able to increase value and ultimately add more profit to your bottom line.

CONTACT US

Have a question? Contact us today
and we will help you out!

USA HEADQUARTERS

1065 Hamilton Road
Duarte, CA USA, 91010
Office Phone: 626-358-1836
Toll-Free Number: 1 (888)-350-2163

CANADA BRANCH

1100 Burloak Drive, Suite 300
Burlington, ON Canada, L7L 6B2
Office Phone: 905-336-8921

sales@bwindustrialsales.com

