

Is your profit goal
looming out there
somewhere in
the distance



Get on



and let us help you meet it!





TRAC is Herlache's own **Tool Replenishment and Control** program. With **TRAC** you will realize incredible benefits without losing any control of your ordering process.

The **TRAC** objectives for your company are

- **Streamline ordering practices**
- **Achieve correct inventory levels**
- **Provide efficient and accurate accounting**
- **Positively impact your bottom line**

TRAC will

- **Streamline your acquisition process**
- **Save you time and money**
- **Provide you with enhanced information**
- **Take away the guesswork**

and more!

TRAC



TRAC Objectives

- Streamline ordering practices**
- Achieve correct inventory levels**
- Provide efficient and accurate accounting**
- Positively impact your bottom line**

TRAC will help you streamline your ordering practices

Tool replenishment can be looked at as a necessary evil or an automatic part of a neatly integrated system.

Why do this?

- Add needed item to list
- Submit list to purchasing
- Check history
- Determine quantity to order
- Select vendor
- Obtain price
- Write PO
- Inspect delivery
- Find bin location
- Put item away

When it can be this easy?

- Scan the item card
- Transmit the order
- Put items away

Lengthy, complicated ordering processes can lead to many problems.

- **Item availability – what if your supplier doesn't have what you need in stock?**
- **Unnecessary ordering and receiving practices – all that paperwork floating around the office can be a huge waste of time.**
- **Stockouts – in some cases actually resulting in work stoppage**
- **Overstocks – adding some 25 – 35% to the cost of your inventory for holding costs**



TRAC Objectives

- Streamline ordering practices
- Achieve correct inventory levels
- Provide efficient and accurate accounting
- Positively impact your bottom line

TRAC will help you achieve correct inventory levels

Every item on the TRAC system has a bar coded card. When you scan that card you know that you will get the right amount of tooling – no overstocks or stockouts. That's because we monitor your usage and help you set the minimums and reorder quantities for everything you use.

We can set up protected stock for your high-usage items.

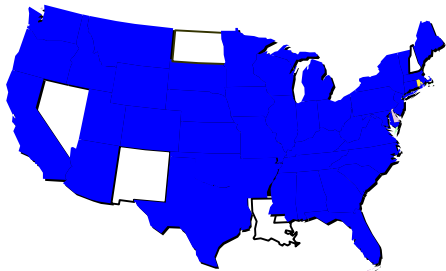
We guarantee the accuracy of each shipment. No more trying to match a packing slip to the invoice to determine if it is correct.

We will expedite your orders.

We will provide usage and history reports designed to meet your individual needs.

These advantages, and others, help you to

- **improve production schedules**
- **minimize inventory investment**
- **ship to your customers on time more often**
- **improve asset utilization**
- **reduce the cost of acquisition**
- **increase the accuracy of the orders you place**



We are also proud members of the NetPlus Alliance, which offers us the ability to partner with more than 200 member distributors with over 500 locations in 42 states. This alliance gives us access to over 800 manufacturers and provides us the opportunity to get you the tooling that you want.

You can stop spending 80% of your time on 20% of your purchases when you order your tooling on the TRAC system.



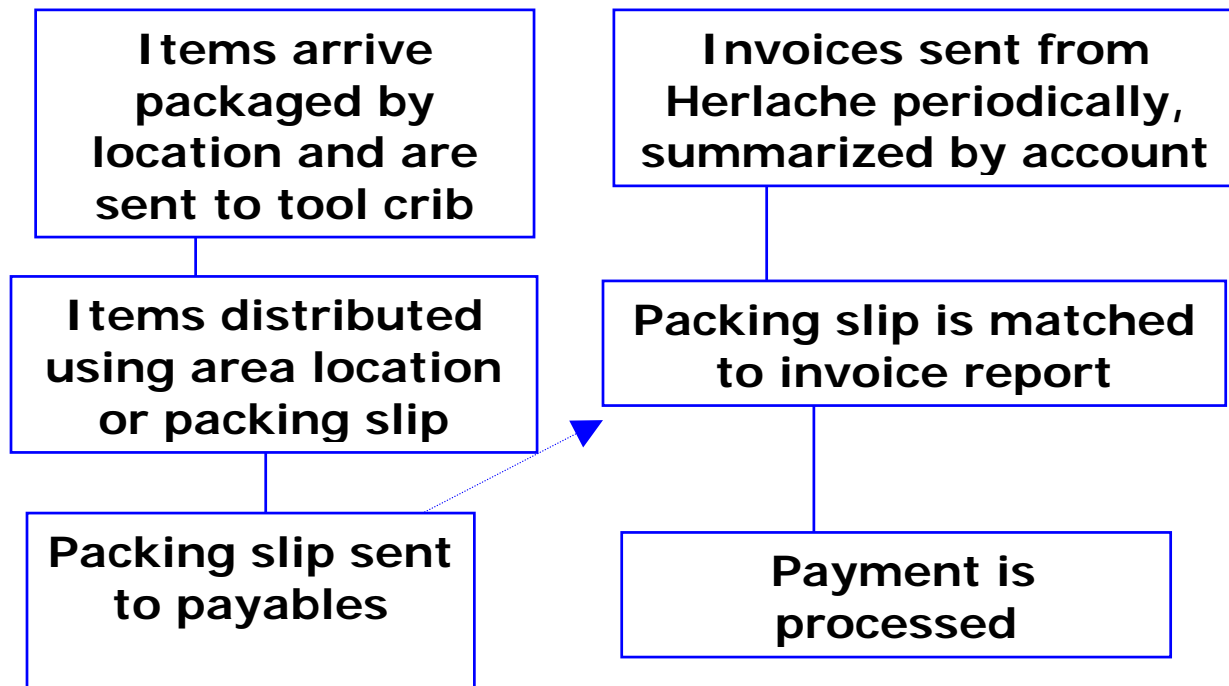
TRAC Objectives

- Streamline ordering practices
- Achieve correct inventory levels
- Provide efficient and accurate accounting
- Positively impact your bottom line

TRAC will provide efficient and accurate accounting

One of the benefits of TRAC is the reduction in the cost of acquisition from the point of ordering to paying for that order.

- Customized billing designed to meet your needs
- Summarized billing
 - By account
 - By area
 - By department
 - By machine
- Usage and history reports
- Streamlined invoice processing





TRAC Objectives

- Streamline ordering practices
- Achieve correct inventory levels
- Provide efficient and accurate accounting
- Positively impact your bottom line

TRAC will positively impact your bottom line

There is more than just the ease of ordering and receiving within the TRAC system. We want to help improve all aspects of inventory at your place of business. In addition to the ways already mentioned, your bottom line will see an improvement through

- Reduced cost of acquisition
- Minimized inventory investment
- Improved asset utilization
- Improved production schedules
- Increased accuracy of orders you place
- Increased on-time shipments to your customers.

As you can see, TRAC replaces the costly asset of inventory with the cost-saving asset of information.

Value added services include

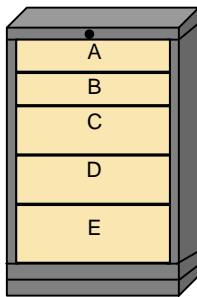
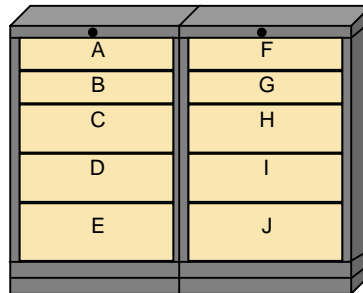
- Develop and implement an efficient business to business working system
- Assist with selection and application of the proper tooling
- Test, evaluate, and report tool performance
- Troubleshoot tooling problems
- Demonstrate products
- Coordinate support from manufacturer's field sales and service personnel
- Technical support hot lines
- Tool resharpening and repair
- Conduct training seminars for engineering and production personnel

The TRAC logo is rendered in a bold, italicized, sans-serif font with a 3D effect. A horizontal line is positioned directly beneath the letters.

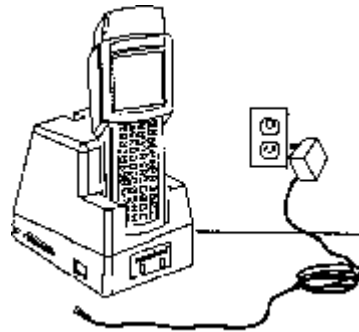


The TRAC system is designed to support a variety of tool distribution configurations.

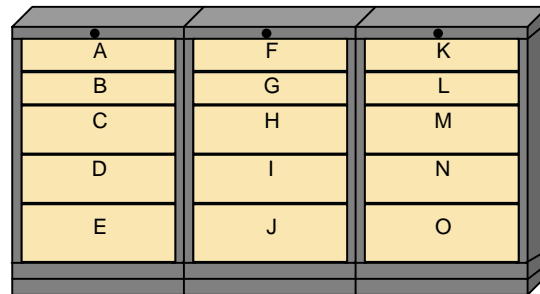
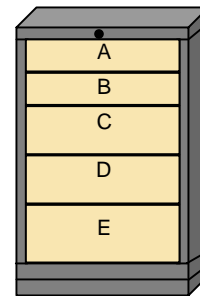
Satellite Location



Cell B



Cell A



Main Crib

Anything from a single tool crib to multiple satellite locations can be easily maintained.





We're proud to include the following companies among our TRAC customers:

- **Algoma Hardwoods – Algoma**
- **Badger Sheet Metal Works – Green Bay**
- **Brenner Tank – Fond du Lac**
- **Centerline Machine - Waupaca**
- **Contract Mfg. & Assembly - Neenah**
- **D & S Manufacturing - Black River Falls**
- **EMT International – Green Bay**
- **Industrial Engraving - Pulaski**
- **Germania Dairy Automation - Waunakee**
- **Marion Body Works - Marion**
- **Norlen, Inc. – Schofield**
- **Schneider Transport - Green Bay**
- **Seagrave Fire Apparatus - Clintonville**
- **Stuart Tank - Elkhorn**
- **Sweeney Company - Antigo**
- **Waukesha Bearings - Antigo**

These companies are managing a costly asset – *their inventory* – with a cost-savings tool – *information* – by installing the TRAC system in their tool cribs.

Maybe that profit goal isn't so far off after all?

For more information about setting up the TRAC system please call Dave Riess or Roxanne Mueller at 920-337-2345 or send an email message to roxanne.mueller@herlache.com