



# NATIONAL ACCOUNTS PROGRAM

Want exclusive benefits like unique pricing, standardized terms and more? With Hisco's National Accounts Program, you'll enjoy many advantages across multiple sites in North America. As a program member, you'll get a dedicated support team to custom-tailor solutions that meet your needs and help you stay compliant.

## BENEFITS

- Dedicated local support team to help coordinate activities, ensure compliance and maintain standardization
- Dedicated Customer Service and Technical Support teams
- Uniform pricing across multiple sites
- Terms and Conditions and Service Level Agreements (SLAs)
- Customized Vendor Managed Inventory (VMI) and vending solutions
- eCommerce solutions for electronic transactions
- Sharing of best practices across multiple sites
- Documented Cost Savings (DCS) tracking and sharing throughout your organization
- Dedicated local stock available for your critical products through our 37 stocking locations

## PROCESS

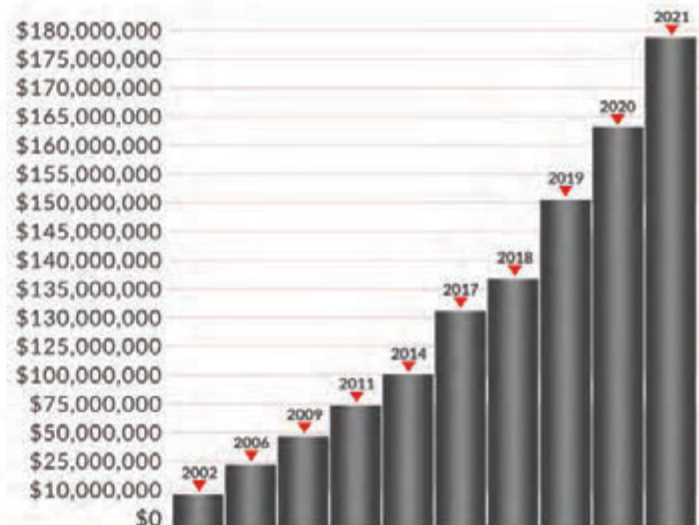


## DOCUMENTED COST SAVINGS

*We back up our documented savings claim with nearly **\$180,000,000** in customer savings.*

For each cost savings event, we'll supply you with a cost reduction form for your authorization, to illustrate both direct and indirect benefits such as:

- ✓ Downtime avoidance
- ✓ Manufacturing process improvements
- ✓ Product design improvements
- ✓ Supply chain savings
- ✓ Vendor managed inventory





# CUSTOM VMI SOLUTIONS



## RFID FOR INVENTORY MANAGEMENT

Powered by **Xemelgo**, Hisco RFID technology for inventory management streamlines your production to ensure real-time asset and materials tracking and factory floor visibility at your fingertips. Track parts, equipment and tools, and view the locations where they were last seen via our intuitive mapping software.

Our sensor-based tracking provides accurate stocks data with complete, real-time visibility and intelligent alerts to eliminate shortages of supply, track asset expiration and calibration schedules, and receive notification immediately if an expired asset is used in production.



## WHY HISCO FOR RFID?

### MATERIALS TRACKING

Get real-time alerts when stock is running low, alerts for expiring material and more. Ideal for solder paste, adhesives and chemicals.

### CHEMICAL MANAGEMENT

Track chemicals, adhesives, sealants and more throughout the facility and receive alerts when they are due to expire.

### ASSET TRACKING

Track expensive tools throughout facility through geo-fencing and receive alerts when tools are due for maintenance and more.

### Built-in features of Hisco's RFID integrated solution

- ✓ Wi-Fi connectivity
- ✓ Low bandwidth
- ✓ Expandable up to (4) antennas
- ✓ Room-level and location read capability

### CHEMICAL VMI SERVICES

- ✓ Real-time, on-hand inventory levels
- ✓ Automated chemical usage
- ✓ Consumption by department, job and employee
- ✓ Expiration date tracking
- ✓ No expired or obsolete materials
- ✓ Lock out expired materials
- ✓ Minimum inventory alerts
- ✓ Eliminate rush / air shipments
- ✓ Product usage trends
- ✓ Chemical compliance





# WHY WORK WITH HISCO?



## Value-added services

With benefits including inventory management, RFID technology, custom converting capabilities and downpacking services, Hisco offers a comprehensive business solution.



## Supply chain savings

Hisco is an authorized distributor of key industry suppliers including Henkel, 3M, AkzoNobel, Wacker, Lord and hundreds more.



## Quality compliance

With North America's largest network of AS9120 locations, our associates are trained to ensure constant quality compliance



## Process improvements

Support green initiatives and lessen your waste stream with process improvements designed for higher capacity and overall savings.



## Large footprint

With 38 stocking locations, Hisco maintains North America's largest network of AS9120 locations and the largest footprint of any North American distributor.

## Aerospace and Defense



**LOCTITE**

**BONDERITE**

**3M**

**AkzoNobel**



## Medical Device Manufacturing



**Weller**  
Eren

**EXCELTA**  
SINCE 1957

**AccuTEC**  
BLADES

**LINDSTROM**

**Texwipe**  
An ITW Company

## Electronics Assembly



**alpha**

**3M**

**Chemtronics**

**TECHSPRAY**

**Henkel**

**BRADY**



## HISCO.COM

- ✓ Industry-leading website with unique mix of 60,000 chemicals, adhesives and electronic production solutions
- ✓ Competitive pricing benchmarked against 20 different sites
- ✓ Instant access to your pricing, inventory, purchasing and account information — including orders placed through a Hisco representative
- ✓ Unique tools that make procurement fast and easy

## PUNCHOUT READY

We support 40 different eProcurement solutions

## REPORTING

Advanced shipping notices and delivery confirmation



## ***Precision Converting***

A DIVISION OF HISCO

- Die-cutting
- Laminating
- Slitting
- Assembly
- Prototyping  
*and more...*



Get back in the air with  
next-day AkzoNobel  
aerospace paint from

**AeroColors**  
A DIVISION OF HISCO

## **AdhesiveMaterialsGroup**

A DIVISION OF HISCO

Custom adhesive formulation  
services and specialty industrial  
packaging and storage solutions.







# Hisco®

NATIONAL ACCOUNTS PROGRAM



**Hisco®**  
Fast Friendly Service

**HiscoMex**

**Hisco**  
Can

**Precision  
Converting**  
A DIVISION OF HISCO

**AeroColors**  
A DIVISION OF HISCO

**AdhesiveMaterialsGroup**  
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**ALL-SPEC**  
A Hisco SUBSIDIARY

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