THE EVOLUTION OF MODERN VENDING TECHNOLOGY

Vending as we know it dates back to the late 1800’s when some select companies began experimenting with distributing simple consumer products in public locations. Over the years, the basic technology stayed relatively unchanged and the machines could contain anything from newspapers to cigarettes, candy and soft drinks.

As technology continued to roll on, vending became more sophisticated, and new industries including entertainment, medical supply and manufacturing began to adapt the concept. At the same time, SupplyPro, a strategic partner of Seco Tools, began to elevate the capability for automation, control and management, helping potential users realize the advantages of modern vending opportunities.

Those engineering and product development efforts would lead to a number of key innovations that today we call SECOPOINT – a variety of enclosures and configurations that are web-enabled and measurably connected to the efficiency and productivity of many manufacturers across virtually all metalcutting industries.
“SecoPoint, a diverse set of point-of-use solutions that let you control, track and manage inventories and critical assets when and where you need it most.”

THE SECOPOINT DIFFERENCE
If you’re like every company in industry trying to succeed, you know the importance of setting goals for cost control. Seco has developed a solution for companies to achieve those goals – SecoPoint, a diverse set of point-of-use solutions that let you control, track and manage inventories and critical assets when and where you need it most. For ten years, SecoPoint has been setting the standard for automated point-of-use technology by developing innovative, breakthrough solutions that drive costs out of operations while increasing overall productivity. We know that world class supply chain management can only be achieved by leveraging state-of-the-art technology that lowers total cost of operation, and with SecoPoint we have that technology.

THE SECOPOINT ADVANTAGE
SecoPoint helps you support key supply chain initiatives like lean manufacturing, cell based manufacturing, integrated supply, and vendor managed inventory. Our efficiency has helped our customers increase their competitiveness immensely, making SecoPoint the market leader for point-of-use systems. SecoPoint provides all the means to optimize inventory, reduce costs, as well as make sure production is never halted due to running out of stock.

IT’S IN THE NUMBERS 24/7/365
SecoPoint systems are available for use 24 hours a day, 7 days a week, and 365 days a year. Since SecoPoint is available all the time there can be an elimination of staff requirements on third shift operations and a reduction of overtime. This, in turn, leads to reduced costs.

CONTROL USAGE/REDUCE STOCK AND LOSS
For management’s constant worry of managing in-house stock of tooling and other supplies, SecoPoint does all the hard work by making sure that stock levels are kept at an optimum value. This allows for reduced on-hand stock and a controlled inventory system where there is little waste. We allow you to control every aspect of the transaction, giving your company absolute control over the stock room and the greatest ability to lower costs.

IMPROVED PROFITS
SecoPoint eliminates overstocking, time spent on re-ordering and manual tool selection. With inventories controlled, indirect material costs are reduced. The efficiencies gained throughout the supply chain and on the shop floor all contribute significantly to improved profits.
CONFIDENCE AND SECURITY

SECURE YOUR PRODUCTION
The confidence of knowing that you can support the needs of the shop floor begins with the assurance that the products critical to your production are always in stock, and at a level that can sustain current production. No downtime and predictable productivity are important in ensuring customer deliveries and future business.

THE CONFIDENCE OF KNOWING YOU CAN SUPPORT SHOP FLOOR NEEDS
A chain is only as strong as its weakest link. In competitive manufacturing, that link can often be simple miscommunication or lack of accurate information between departments. It’s critical that the decisions made in the front office and out on the production floor are done so with knowledge of customer orders, deliveries, materials, supplies, manpower and manufacturing capacity. SecoPoint, when applied effectively, bridges the small gaps that can lead to failures, eliminating them and providing for greater productivity and efficiency.

THE RIGHT TOOLS
The word “tools” can have a lot of meanings, but they all have one idea in common – something that makes a job easier. Seco offers many tools that work together to improve the productivity of its customers – cutting tools, application and selection tools, and – with SecoPoint – the ability to track, control and optimize the use of items in the manufacturing process. Together, these are the right tools that put the focus squarely on productivity and efficiency.

ENSURED DELIVERY
The automation offered through the SecoPoint solution removes uncertainties from stock levels and delivery. Continuous online monitoring and electronic reports not only keep you informed of usage and levels, but can trigger automatic orders via the SupplyPort. Preferences are user-established to match with availability and standard delivery times – so you will never run out of stock.
COST REDUCTION

A major item on any agenda, SecoPoint offers a service that will lead to workroom cost reductions. Our systems ensure that your stockrooms are always filled at optimum levels, reducing stock levels and waste. Adding control and accountability to the shop floor provides an immediate return on investment.

OPTIMUM STOCK LEVELS
SecoPoint keeps track of what is being used and how much through a technology using pre-determined business rules to trigger replenishment orders that are generated for the source of supply. This ensures stock levels on the floor will be maintained at their optimum level at all times, reducing the costs by eliminating items that may otherwise sit around and not be used.

STREAMLINE ORDER PROCESS
SupplyPort, our web-based technology, constantly monitors on-hand inventory, transmitting electronic purchase orders to designated suppliers when your order criteria are triggered. SupplyPort also supports a number of ordering protocols, including EDI850, XML, Excel/e-mail, automated fax, and customer defined ASCII text. It can also be integrated with e-procurement systems eliminating many non-value adding processes involved in ordering inventory.

THE WOW FACTOR — REDUCTION OF TOOL CONSUMPTION COSTS
With the elimination of over-stocking, time spent on re-ordering and manual tool selection leaves a lot of room for cost reduction. Immediately after installation of the SecoPoint system, tool consumption costs can be reduced up to 10%. Your company will also see a reduction in Personal Protective Equipment (PPE) when adding control to distributed inventory, that reduction totals 20% to 40%.
Along with reduced consumption costs and reduction in PPE spending, SecoPoint also leads to 20% to 30% reduced on-hand inventory levels, and can eliminate unaccounted tool loss by keeping track of where and to whom inventories are going. On top of all of this, is also a reduction in procurement costs. Procurement costs reductions are created through automated ordering, interfacing into client systems and through inventory alerts to avoid stockouts and associated expedite charges. With all this room for cost reductions your company can start removing non-value added activities from the shop floor and start focusing on creating value.

PAYBACK PERIOD
Immediate return on investment is being realized by organizations that provide control and accountability to supply consumption on the shop floor, lowering material costs so that savings can pay for point-of-use systems. Placing materials at the point-of-use to reduce travel time for the production workforce, as well as storeroom attendant time also significantly contributes to productivity savings. Recapturing previously lost work hours and applying them to the day’s production is yet another multiplying effect of productivity potential.
TOTAL STOCK AND INVENTORY CONTROL

THE IMPORTANCE OF “WHO, WHAT, WHEN, WHERE (HOW) AND WHY”
SecoPoint allows you to keep track of who is taking a tool, when they are taking it, where they are taking it and why. The system does this by requiring a user ID (and optional password) to be entered prior to dispensing. This keeps track of what employees are taking, increasing accountability and ensuring that the correct tool is being applied while and lowering losses and waste on the shop room floor.

ACCURACY
Our system provides accountability and accuracy with each dispense transaction. Since a user ID is required, users understand that they are accountable for each item removed from the system. Reporting consumption by employee and using this information as a performance metric discourages hoarding and inappropriate use of supplies, resulting in reduced consumption over conventional inventory management approaches.

VALIDATION
SecoPoint makes sure that stock levels are kept at optimal levels. It also keeps track of high value tools, making sure that they are returned after being used. This removes the worry about common issues like the accuracy of measuring devices – again the system tracks them all and notifies you when calibration is due. It can even lock down the item to prevent incorrect use, providing absolute control over what is being used on the shop floor.

IDENTIFY AND ELIMINATE PROBLEMS
With a system that controls what is being brought in to and taken out of the storeroom makes identifying and eliminating problems much easier. SecoPoint connects managers’ computers to our storage units, sending them reports on what is going on with the system. Since managers have all this information at their fingertips 24/7, they are able to spot problems as soon as they happen, eliminating storeroom problems and further reducing costs.
USER FRIENDLY

Seco provides advanced technology with the SecoPoint system that helps to make department managers’ jobs easier by sending reports directly, allowing them to keep track of inventory anytime anywhere.

SAVE TIME IN INFORMATION MANAGEMENT

Implementation of SecoPoint leads to time being saved in sharing information between coworkers, often in different departments. SupplyPort collects all the information that SecoPoint takes in and organizes it into reports. With access to reports available anywhere, anytime, there’s no need for a middle man, and valuable time is saved.

REPORTS

Authorized users can access reports by department, job number, user, cabinet, and many other criteria with extensive drill-down capabilities that allow users to ‘dig deeper’ to understand consumption activity. Inventory reports allow for detailed analysis of inventory turns, slow moving items, and stock outs. Every standard report can be viewed from within a web browser, printed to a local printer or e-mailed to a designated user. SecoPoint also offers report subscriptions, where authorized users can receive a custom report on a periodic basis. Custom reports are automatically delivered directly to the users e-mail inbox and are available daily, weekly, monthly, or on a quarterly basis. SecoPoint offers over 70 standard reports to capture the data that are able to meet your company’s needs.

WEB-BASED

Employees can check inventory, search specific items, and place additional orders for items, all using a standard web browser or any web-enabled device (mobile phone, Tablet, PC, or PDA). We call this system SupplyPort. Since all interactions with SupplyPort take place via web browser, installation of server hardware and software is not required at customer locations and no addition IT involvement is needed. In addition, authorized users can generate usage reports and collect data from their desktops.

TOUCHSCREEN INTERFACE

SupplyLink is the universal control module that drives SecoPoint point-of-use devices. The easy-to-use touchscreen interface is the gateway to SupplyPort and a world of productivity-enhancing information. Each SupplyLink can drive one or many SecoPoint products. A few key features are the sleek flat screen design, and the large touchscreen panel with integrated keyboard. SupplyLink offers simple selection of materials by users and up-to-date information for accurate restocking. It also allows for check-in/check-out, and management, of critical assets.
BUSINESS INTEGRATION

SupplyPort and SupplyLink are how our system unites the stockroom to management. By linking all areas of business, critical communication is connected and awareness is created between departments in an organized and efficient way.

WHOLE PROCESS CONCEPT
Focusing on every part of the process is made easier through SecoPoint by making information available to everyone who is involved in the process, from the shop floor to upper management. In the SecoPoint system, an employee can check-out a product or order a part that they need that is not offered in the locker. In addition, the system itself knows when more inventory items are needed and then orders it so that inventory levels do not get too low. Beyond the shop floor, managers are able to see reports of what transactions are occurring. SecoPoint gives control not only on the stockroom but to the process of manufacturing as a whole.

PCA, POINT-OF-USE AND LOCAL SUPPORT
Our Total Procurement concept includes three key elements: Productivity and Cost Analysis (PCA), which is a holistic approach to identifying and eliminating costs in the entire manufacturing process; point-of-use vending and inventory management; and local services and logistics support provided by sales and channel partners. This three-tiered approach ensures reduced costs on the shop floor and in the supply chain, while increasing control and utilization of inventory. SupplyPort communicates with every 'point-of-use' device installed at your facilities on a periodic basis. This system supports modern based communication for devices that are connected to a standard phone line or, if a device has an IP address, communication can take place over the internet with devices that are connected to customers own network.

CAPABILITY TO INTERFACE WITH ERP
Communicating between departments is made simple with SupplyPort. This resource allows secured access of information to many people. SecoPoint can do this because it is web enabled and not software based, meaning there is no installation required to view reports, and information can flow between all business functions inside the boundaries of organizations.

PROVIDE FULL REPORTING
Every activity that occurs within the point-of-use device is processed by SupplyPort, which in turn updates the reports available. There are many types of reports that are available, some of which include current inventory, restock reports, consumption per device, product listing, consumption snapshot by allocation code, consumption by trend analysis, and many more. With all these reports available, you can get a full view of what is occurring in the stockroom and on the shop floor.
AM I RIGHT FOR SECOPOINT?

SecoPoint has a product that will work for everyone, from a small tool and dye plant to a large industrial manufacturer. Our line of products will bring cost reduction to the shop floor eliminating wastes and inefficiencies.

VENDING FACTS

Every facility in the world is a candidate for point-of-use automation to control consumables and assets. Every company has department heads that are under pressure to reduce operating expenses and control costs. SecoPoint offers innovative savings solutions for your operations that can have proven and significant impact on your bottom-line expenses. SecoPoint gives you the opportunity to trim inventory waste excess, employee stashes, and unaccounted inventory by implementing accountability and control via SecoPoint vending strategies.

CHECKLIST

<table>
<thead>
<tr>
<th>Is your tool availability secured?</th>
<th>Yes ☑ No ☑</th>
</tr>
</thead>
<tbody>
<tr>
<td>Is your inventory reduced to a minimum?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Are follow-up orders generated automatically and on time?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Is the user guided easily and trouble-free to the stock location for tools?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Can you set up inventory access for people at particular times?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Are stock information and statistics available quickly and transparently?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Can a stock audit be carried out at any time at the push of a button?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Does your system regulate access to new and reprocessed tools?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Does it provide an automated supply chain and stock control?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Are tool consumption and storage harmonized accurately and securely?</td>
<td>Yes ☑ No ☑</td>
</tr>
<tr>
<td>Is your system flexible with large or small product variety, high or low stock turnover, small or large tools?</td>
<td>Yes ☑ No ☑</td>
</tr>
</tbody>
</table>
SOLUTIONS AND CONFIGURATIONS

SecoPoint is NOT a one-size-fits-all proposition. We have continued to innovate and modify our vending solutions. From smaller encasements to large and even open storage capabilities, we can offer different levels of security and control to provide inventory management systems that fit your specific needs.
CONCISE POINT-OF-USE CONVENIENCE

SMARTDRAWER™ AND ABSOLUTE CONTROL

SmartDrawer provides an efficient drawer and bin system with flexible configurations to accommodate products with a variety of shapes and sizes. SmartDrawer features an intuitive graphical user interface helps employees obtain the item that they need, and is expandable, supporting unlimited auxiliary units for additional capacity.

With SmartDrawer you will have Absolute Control. Items can be dispensed one at a time, providing the most control possible over workroom tools and parts. There is also the passive control feature that allows multiple items to be dispensed at once – you do not have to pick just one control mode. Passive and Absolute control modes are given the ability to be mixed within a single drawer.

Additional advantages of the SmartDrawer are that it is ideal for managing consumable materials, for example production components, critical parts and of course cutting tools. Returnable assets – like calibrated tools and instruments, hand and power tools, maintenance items, spare parts, radios and portable computers – can also be managed. These assets are.

The design of SmartDrawer allows for complete flexibility, versatility and modularity. This flexible system offers a variety of drawer combinations. Each drawer can support 2, 4, 6, 8, 12, 16, 24, 36, or 48 lids. The large drawer houses the high-density box dispenser known as the Single Box Dispenser™ (SBD) with 108 locations. Flexible drawer depths allow for broader range of application uses.

SINGLE BOX DISPENSER (SBD)

SBD is a drawer configuration that allows you to define the quantity right down to the individual box, dramatically reducing the opportunity for abuse and waste. This system of inventory control promotes consumption savings, improvement in ordering processes and better accountability for inventory. By using the SBD, inserts are kept in their original boxes protecting each one and ensuring proper functionality at the time of issue. The SBD provides a quick log-in process, product selection, product retrieval and logout for users. Administrators can monitor usage and determine any misuse in addition to knowing what insert was used on a particular job or machine. The SBD is only available in the SmartDrawer.
SBD – Per Cassette

Type I: 5.00” W x 2.36” H x 0.75”

Type II: 3.12” W x 6.37” H x 0.75”

Type IV: 2.97” W x 6.37” H x 1.98”

(75.4mm x 161.7mm x 50.2mm)

19 Lid Configuration

High Density

Opening:

4.96” W x 4.02” H*

(125.98mm x 102.1mm)
MID-SIZED SECURITY AND CONTROL

Two mid-sized solutions include SupplyBay for higher moving items, and Supply locker for larger items needed on the shop floor or in the storage room.

SUPPLYBAY™
SupplyBay is engineered for harsh, industrial environments. It incorporates Absolute Control, a lock-down mechanism for materials, while delivering reliable dispenses year-after-year. Designed for high-volume and throughput and provide trouble-free dispensing for a wide range of industrial tools and supplies like mid to large sized cutting tools (bodies and toolholders), as well as welding supplies, gloves, safety supplies, batteries, maintenance items and shop supplies.

This product gives you control when you need it, allowing you to adjust the trays and dividers that are inside of the storage unit. Trays heights are also configurable. The system includes smart motor technology, which prevents motor burn out. Some additional advantages to SupplyBay are the large variety of risers and dispense aids, dual motor helix options, clear door option, heavy-duty weight capacity, retractable SupplyLink option, and dispenses larger-sized products by rotating multiple helixes in a single transaction.

SUPPLYLOCKER™
SupplyLocker gives you the ability to provide consumable management or check-out and check-in of returnable tools, supplies and other assets. The modular design lets you configure each system to meet your particular requirements. Its advanced control capabilities can manage tool and gage calibration, certification standards, lock down requirements, tool rotation, “on-loan” processes, quantity limits, and “one-for-one” exchanges.

This system is available with SupplyLink or a keypad control module and is durable enough to withstand years of tough use in demanding environments. Its 812.8 mm depth provides the industry’s deepest capacity to accommodate large or extra-long tools and assets. The lockers are ideal for managing materials like large cutting tools, bodies, holders and adapters, as well as hand and power tools, calibration and serialized assets, measuring and testing equipment, portable computers, and hand held radios.

SupplyLocker is completely configurable to your individual needs. The locker is available in four module size options. A six-storage module (2 wide by 3 high), eight-storage modules (2 wide by 4 high), nine-storage modules (3 wide by 3 high), and lastly twelve- storage modules (3 wide by 4 high). In addition to different module sizes there are 7 door options available to meet your company’s individual needs.

SupplyLink is the system that connects our point-of-use devices to managers’ computers and other SupplyBays (linked in a series). The retractable option for Supply link allows users to store the screen flush against the side of the cabinet. Users can swing the SupplyLink in front of the cabinet when in use, such as during restocking or inventory selections, and swing it back for storage.

SupplyBay is simple and easy to use and has been proven by millions of faultless shop-floor vend. Part of its popularity is that it makes it easy to implement point-of-use automation and control with configurable flexibility via its many application-specific helixes and dispense aids accommodating many commonly-used industrial items with little or no repackaging.
OPEN AND VIRTUAL STORAGE

In addition to the many configurations of controlled POU vending solutions, Seco also offers Virtual (or open) Inventory Management, applying the same technological advantages while providing a near-limitless opportunity for tracking and control. Together with SupplyPad™ you can manage a world of stockroom inventories efficiently.

VIRTUAL INVENTORY MANAGEMENT

Our Virtual Inventory Module (VIM) allows customers who use SupplyLink to track transaction for products that are not physically within a SecoPoint device. With proper user participation, items are easily tracked with full SupplyPort reporting capabilities and business rules.

How does it work? It begins when materials are “loaded” into the VIM location for selection by users via the SupplyLink or SupplyPad to select the items needed. The SupplyLink screen then shows where exactly the item is stored (Aisle, row, rack, bin, shelf, closet, etc.), and the transaction is recorded for reporting. Also note that all standard ordering rules and inventory alerts can apply to items loaded in VIM.

By tying into our SupplyLink, VIM gives you the same great features as our other vending solutions: re-ordering, reporting and consumption management.

SUPPLYPAD™

SupplyPad provides mobile materials control for barcode tagged materials wherever they are located at your facility. It includes all of the reporting capabilities in a handheld device.

SupplyPad supports all of our normal functionality including kitting and order-based fulfillment also features the ability to track barcoded items.

Check-in/check-out is as simple as a quick scan. The device automatically logs who used the materials with applicable time limits and allocation codes, if desired.

If your facility has a wireless network SupplyPad will upload transactions as it is carried from location to location. If the facility does not have a wireless network the device will record all of the transactions and upload them all as soon as it is returned to the docking station. The industrial docking station holds the SupplyPad either on a desktop or in a vehicle (forklift, car, maintenance vehicle, etc.) so you can bring control to multiple facility locations with one device.
SMALL, MEDIUM, LARGE AND UNLIMITED STORAGE CAPABILITIES

SecoPoint offers you any type of industrial vending your business could need. From small vending to large vending to our virtual management, there is a solution that will increase the efficiency of your company. Our small vending options, SupplyPod™, SmartDrawer, and Single Box Dispenser, help you manage small parts and tools that your shop floor may need. Typical items that are placed in these systems are drill bits, inserts, taps, small tooling, fuses, switches, keys, and many more items.

For mid-sized security and control SecoPoint offers SupplyBay™, SupplyBay Plus, and SupplyLocker™. Recommended items are small cutting tools, combination tools, miscellaneous MRO and PPE, and more. Our Virtual Inventory Module offers the control as our other vending solutions, just without the physical vending devices. With all of the different options, there is a vending solution that will fit your needs. SecoPoint wants to give you Absolute Control of your inventories to make the stockroom and work floor accessible.
SUPPORTING THE CHOICE TO TAKE CONTROL

Implementing one of our vending systems into your business gives you the control to take over use in the stock room. But we offer more than just the vending devices themselves. We offer support to make sure that you gain and keep control of your inventories.

FACILITATE THE CHOICE AND SETUP

There are some important questions to ask yourself when you are deciding which SecoPoint machine you will require.

• How would you like to dispense your products such as inserts, drills etc.? (Lids or SBD/Bay)
• Will the employees return items to the SecoPoint machine?
• Is this a high volume company?
• How many controlled items do you have a need for?
• Are employees working in defined cells?
• Do you have multiple sites/locations?

Beyond deciding what machine to pick there are many set-up requirements that need to be thought through.

• How many users/operators will be using the machine, do you require swipe cards?
• Will employees be dispensing inserts singularly or by the box?
• How many administrators for the SecoPoint machine would you like to set up?
• How many shifts does your company run?
• Do you have specific areas that require specific/high cost tools?
• Are you interested in setting up dispensing limits per users/shifts?
• How many supplies will you have at the device restocking the SecoPoint machine?

EDI FOR DIRECT ORDERS AND CHANNEL PARTNERS

Our system allows for constant contact between your systems and ours. SecoPoint replenishment orders are delivered in an appropriate electronic format and will provide you with the reports necessary to measure and evaluate supplier performance. We actively monitor all replenishments to ensure that systems are restocked within acceptable stated product lean times. If late orders are detected, SecoPoint will contact the supplier (and optionally, the customer) to alert that supplier to the late order.

SALES CHANNEL AND IMPORTANT CONTACTS

Whether working directly or through one of Seco’s authorized distributors and channel partners, customers receive prompt, thorough and dependable service. Support is never more than a phone call away and is always available at secotools.com.
Once customers implement our line of vending solutions they see improvements in their efficiency almost immediately. Beyond improving their efficiency and lowering their costs, our customers receive high quality customer service. Through the absolute control over inventory and dedication to customer service, Seco ensures that customers are completely satisfied.

MULTIPLE MARKETS AND INDUSTRIES
With a line of customizable vending solutions geared toward individual customer needs, Seco is able to reach across many markets and industries with ease. Hundreds of installations around the globe serve markets such as aerospace, medical, motorized vehicles, power generation, as well as companies that work in extreme environments, rail and mass transit, and safety supplies.

AEROSPACE
The Ground Equipment Maintenance team at Chicago’s O’Hare International Airport maintains and repairs more than 1,800 pieces of motorized equipment and 3,000 pieces of non-motorized equipment that are used for aircraft maintenance. This team of workers is responsible for maintaining vehicle and equipment used for loading, unloading, servicing, de-icing, pushback, air conditioning and supplying electricity while the plane is in the gate. Because of the wide range of activities these workers need to perform the number of tools and MRO supplies needed are diverse.

Before the implementation of our line of vending solutions, there were many tools lost because of the little to no control. There was a large fleet downtime because of the inefficiencies in supply distribution and availability. Also, there was a standard tool replacement budget in place to compensate for regularly lost tools. United Airlines decided to give SecoPoint products a shot by implementing the SupplyLocker and SupplyBay systems. They were placed at the point-of-use on the tarmac for easy and fast access to materials. Airline mechanics were able to quickly check-in/check-out returnable tools and gain access to consumable materials.

Like every company, airlines struggle with operational efficiencies and cost containment are on the frontline but after implementation of SecoPoint products managing efficiencies and cost containment is simplified. United Airlines gained 100% tool accountability, 30% reduction in supplies spend, 32% reduction in tool replacement, 99% reduction in tool loss, and $24,000 per year savings in grinding disks. Above that the airlines improved their ramp operations, making them faster and more efficient.

EXTREME ENVIRONMENTS
Extreme environments can make an easy casualty out of most commercial on-site devices. Whether mining three kilometers below the surface of the earth or in some of the harshest terrestrial environments like the oil sand recovery sites in Canada, SecoPoint’s devices have been implemented and proven to handle some of the harshest environments that Earth can throw your way. Carmeuse is a leading global producer of lime, with more than 140 years of experience in the extraction and processing of high calcium limestone and dolomitic stone into lime and lime-related products for many different industrial customers. Carmeuse had some issues before SecoPoint was implemented on site. There was very little control of inventory. Also employee productivity was being affected by not having the products they needed when they needed them. Carmeuse also had economic pressures to reduce expenses and they also initiated “Continuous Improvement Initiative”.

The solution was installing a combination of SupplyBay Plus and SupplyLocker systems in two lime plants, both above ground and miles below the Earth’s surface. After installation, there was a 50% reduction in spending. There was also automated validation of weekly restocks, Absolute Control of specific items, reduction in replacements costs, visibility to inventory and tool availability, as well as increased employee productivity.
SECOPOINT SATISFIED CUSTOMERS

RAIL AND MASS TRANSIT
For more than 10 years, SecoPoint has been serving the freight and passenger rail industry in the United States and Canada in nationwide maintenance centers across diverse climate zones. We have hundreds of SecoPoint systems currently installed and managing tens of thousands of transactions per month in railway operations across North America, providing accurate cost accounting and control to a wide variety of tools and supplies, every day.

Before SecoPoint, the railways had no maintenance cost accounting for consumables. There was also lost maintenance productivity, which meant that the turnaround time was slow. Because there was no automatic dispensing system, the railways needed to keep an employee to handle transactions at store windows for all supply disbursements. Lastly, there was increased spending for tool replacement for lost/missing tools.

The solution was a combination of nearly all of SecoPoint solutions including SmartDrawer, SupplyBay, and SupplyLocker. The device that was used was based upon the best application for each environment. The results were extremely beneficial to the railways. To start the transaction process became fully automated into a legacy inventory management system, the automated transaction eliminated over 80% of transactions. There was a significant improvement in productivity, an average of 10 minutes saved per issuance. Lastly, for the first time ever there was true cost accounting and tracking, a 50 year issue.

SAFETY SUPPLIES
SecoPoint brings control and accountability to accessing safety supplies and equipment anytime, anywhere. Reducing consumption, manpower reductions, quality assurance, housekeeping initiatives, ensuring the right access to the right safety supplies, standardizing and purchasing initiatives, and immediate access to information, these are reasons to implement a smart vending solution.

Safety supplies are one of the top cost savings applications with automated point-of-use systems. A large automotive manufacturer saved $1 million in the first year after installing SupplyBay devices plant wide to manage gloves. There was a 50% reduction in spending and usage. The system also stopped free issue and automatic delivery of standing order by supplier.

Also, a single automotive division experienced a reduced associate safety and supply expense by more than $2 per associate. On top of the above savings there also was a 61% consumption reduction. The division also recovered over $5,000 in supplies from departmental stashes. There are a few other examples of savings when implementing a vending system for safety equipment. A nuclear power plant saved $350,000 in the first year, after installing vending equipment. They also closed crib on 3rd shift and redirected labor as well as reduction in consumption. In addition to the nuclear power plant a national railway implemented a corporate wide solution. All PPE transactions interface directly to ERP system, and more than 80% of transactions removed from the store windows.

Typical results for safety supplies are an average consumption reduction of 20 – 40%, eliminate abuse of items with “take home appeal”, reduce “ghost cribs” and hoard or supplies, ability to produce audit reporting for SOX compliance, reduce injury incidents and surrounding costs, increase compliance and accountability, and 24/7 automated access to critical safety supplies.
WHY SECO?

HIGHLY-ENGINEERED CUTTING TOOLS
Seco is a full line manufacturer of indexable and solid carbide cutting tools, providing thousands of standard line items for milling, turning, holemaking and threading, as well as dedicated special tooling to meet virtually any metalcutting need.

BUSINESS SOLUTIONS
In addition to its core capabilities in manufacturing world-class cutting tools, Seco offers many critical value-added services that together provide a total solution for customers. Among them are Productivity and Cost Analysis (PCA), a suite of analytical tools that identifies and subsequently removes waste and inefficiency for customers throughout their entire organization. Of course, SecoPoint as you’ve read about in this brochure. Component Engineered Tooling (CET), a program that provides consult from process planning all the way through production. The Seco Technical Education Program (STEP), an industry-leading set of courses with practical interaction for many metalcutting disciplines. The 24/7/365 Seco Online Store for access to thousands of items. And finally, digital Solutions and tools that are user friendly and robust to ensure proper selection and application.

INDUSTRY EXPERIENCE AND EXPERTISE
As a complete manufacturer of cutting tools, Seco provides solutions for customers in general engineering and numerous other application and material specific industries such as:
• Aerospace
• Medical
• Automotive, Off-road, Mass Transit and other Motorized Vehicles
• Oil & Gas
• Power Generation
• Energy
• Mold & Die

GLOBAL CAPABILITIES, SERVICE AND SUPPORT
With more than 4500 employees and presence in 60 countries, Seco is a true global organization. The company continuously invests in research and development for its growing line of cutting tools, and maintains standards of excellence for manufacturing, distribution, sales and support in every market on the planet.