

## What's Working:

### Best Practices for Industrial Distributors

Apex Supply Chain Technologies — October 2011

## Now available in Europe . . .

### The industrial vending solutions that have swept North America

The supply chain automation solutions that have taken North America by storm – already utilized by 138 European-based companies in 16 countries – are now available in Europe. The global leader in the emerging field of point-of-work automation technology, Apex Supply Chain Technologies Ltd., [has opened its European headquarters in Worcester, UK.](#)

Aggressive distributors gain market share while their competitors ask, “What happened?”

Even in challenging economic times, one regional distributor [gained \\$100,000 in monthly MRO spend.](#)

How Fastenal left its competitors in the dust

[Fastenal made a commitment to dominate industrial vending](#) — now other less-aggressive industrial distributors are scrambling to find lesser solutions as Fastenal rapidly gains market share.

Edge 5000 & AutoStore:  
Easy to Use, Easy to  
Implement, Easy to Afford



Apex's Edge 5000 series with AutoStore lockers and Trajectory software have helped thousands of companies reduce the amount they spend on MRO items from safety supplies to cutting tools, from office and school supplies to medical and laboratory supplies.

### Distributors increase market share with MRO bundled offers

Below are just a few companies enjoying huge reductions in their amounts of MRO spend — while increasing their spend with distributors that offer bundled solutions featuring Apex's Connect n' Go technology.

- General Electric
- Procter & Gamble
- BASF
- Total
- PepsiCo
- BAE
- Pfizer
- Nestle
- Siemens
- Roche
- Daimler
- Veolia
- Nike
- Kraft



## Introducing the Tool Ninja series

Cuts costs, stockouts & overstock; increases productivity

[The Apex Tool Ninja](#) is a compact industrial tool vending system, ideal for manufacturing cells, machine shops and small work areas:



**The Apex Tool Ninja 400 dispenses up to 480 individual inserts (24 SKUs) plus 160 packages — 1,600 inserts or 160 round tools (16 SKUs).**

- ✓ Safely and reliably dispenses indexable inserts, packages of inserts, and round tools
- ✓ Real-time reporting from your browser, prescheduled or on-demand
- ✓ Automated re-ordering and alerts
- ✓ Wall, bench, or column mount, or a freestanding pedestal



Phone: +44 (0) 1905388194 / E-mail: [info@apexsupplychain.com](mailto:info@apexsupplychain.com) / Visit: [www.apexsupplychain.com](http://www.apexsupplychain.com)

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