

**C-PARTS. WITH CERTAINTY.**

Würth Industrie Service

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and global organisation

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## YOUR WÜRTH INDUSTRIE SERVICE. C-PARTS. WITH CERTAINTY.

With this brand promise we would like to  
give you the certainty that you will have ...

the **right** product,

at the **right** time,

in the **right** place,

in the **right** quantity,

in the **right** quality and

at the **right** price,

ready to use.

EVERYTHING GUARANTEED AND TO THE

# POINT!





## Family-owned company and global organisation

### Entrepreneur with dynamism and passion

Every success story needs a **point of departure**. And so it is for Würth Industrie Service GmbH & Co. KG. This point was made when Adolf Würth founded the company that took his name, Adolf Würth GmbH & Co. KG, in 1945. His early death in 1954 was a shock but not the end of the story, as his son, Reinhold Würth, took over the family business at the age of 19 and managed it from a two-man business to a globally trading organisation.

### On and on but true to its roots

How has this success story been written? By having been shaped from the beginning by values such as optimism, dynamism and respect for employees and their performance as fixed points in the company's culture and sustaining this ethos. Today, more than 67,000 employees work in companies belonging to the Würth Group. On behalf of our customers. In over 400 companies. In more than 80 countries. And yet in a family-owned company whose tradition lives on under Bettina Würth, Chairwoman of the Advisory Board and Reinhold Würth's daughter. With an eye to stability and sustainability.



# POINT OF DEPARTURE





## Würth Industrie Service

### One of the Würth Group's independent subsidiary

A trading company that focuses on all demands required by industrial customers, in particular expert, committed employees and a comprehensive infrastructure to serve customer requirements. The central Würth Industrial Park at the Bad Mergentheim site covering 122 hectare offers the perfect conditions for this.

The heart of the Würth Group is its core business in the trade of assembly and fastening material. Würth Industrie Service offers more than 1,000,000 customer-specific items and special parts as the basis for processing professional industrial C-Parts. More than 100,000 products also encompass the classic sales range for craft and industry. Screws and screw accessories also form part of the range, along with anchors, tools or chemical-technical products and personal protective equipment.

### Variety and security

On the one hand, it is about being a full-range provider of products and services. On the other, it is about creating maximum supply security for you. We bring customised logistical procurement and supply concepts directly to the production lines. We offer you scanner-supported racking systems, automated, electronic ordering systems or just-in-time supply using Kanban. However, our particular selling point is that we never cease in our quest to consistently develop as a reliable service partner and supplier. Our **standpoint** - with your support.

### Perfect partner for you

This combination makes us a world market leader in the C-Parts management and your perfect partner.



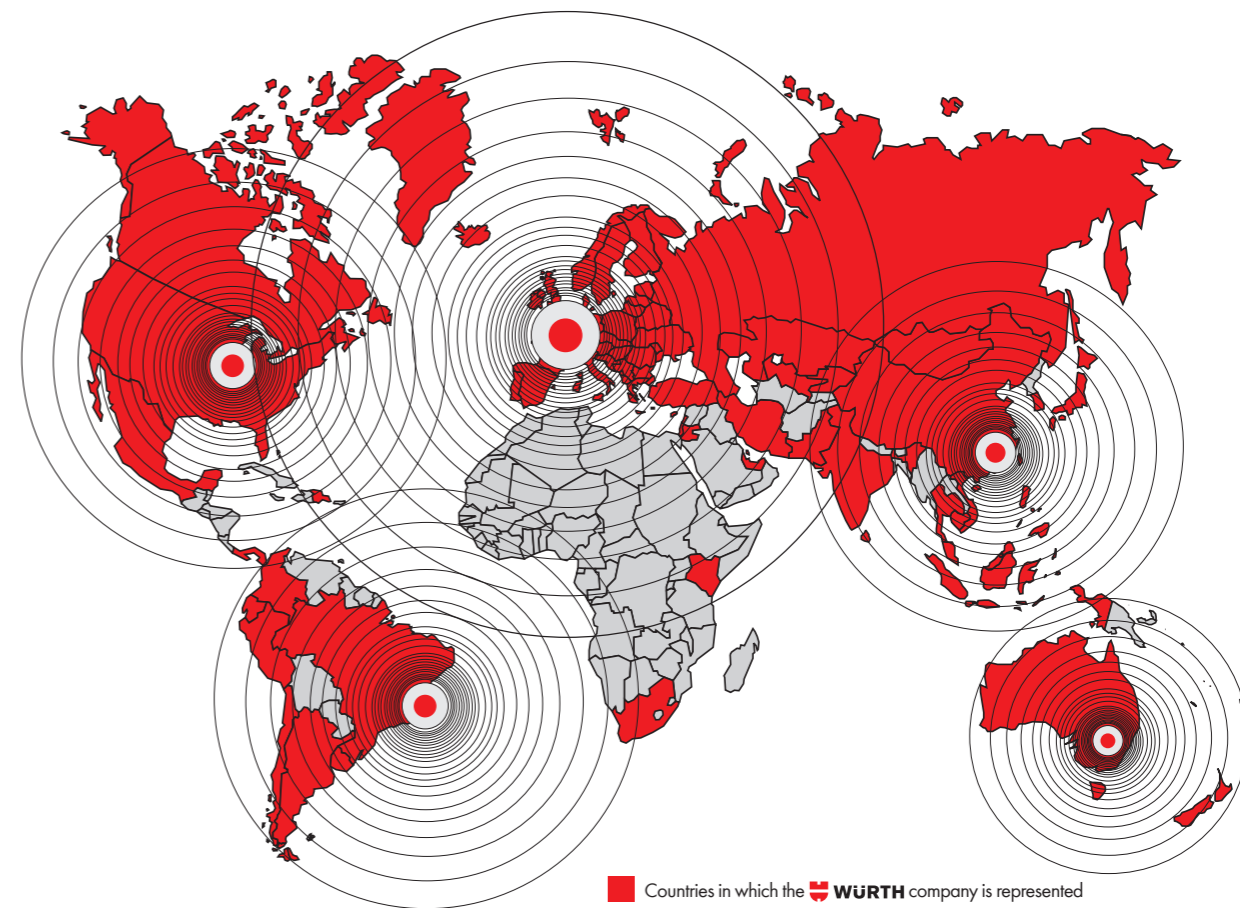
Most modern logistics center for industrial supply in Europe.  
Würth Industrie Service GmbH & Co. KG, Bad Mergentheim

# STANDPOINT





**CONTACT**



■ Countries in which the **WÜRTH** company is represented

**WINWORK® – the Würth Industrial Network**

**Wherever you need us, we are there**

Tailored service, perfect partnership. What does that actually mean? For us: That we help you, our customers, to implement global concepts while locally meeting the needs of individual production sites. This will only happen if we know and understand you. Only that way we can make perfect use of our global, strategic to the point, adapted network, to meet your specific needs worldwide. This network is called WINWORK® (Würth Industrial Network) and brings together the individual subsidiaries of Würth Industrie Service.

**Concentrated expertise for our customers**

Specifically that means for you: More than 45 companies operate together in 35 countries. We advise you nationwide and personally at all **points of contact**. Transmit all key information quickly and smoothly. And integrate and implement C-Parts solutions seamlessly into your (inter)national production line(s). In a nutshell: This global safety network means that you can be confident that our services are of a consistently high quality. Regardless of where in the world you need us: our partners are there for you in the local regions.



**POINT**





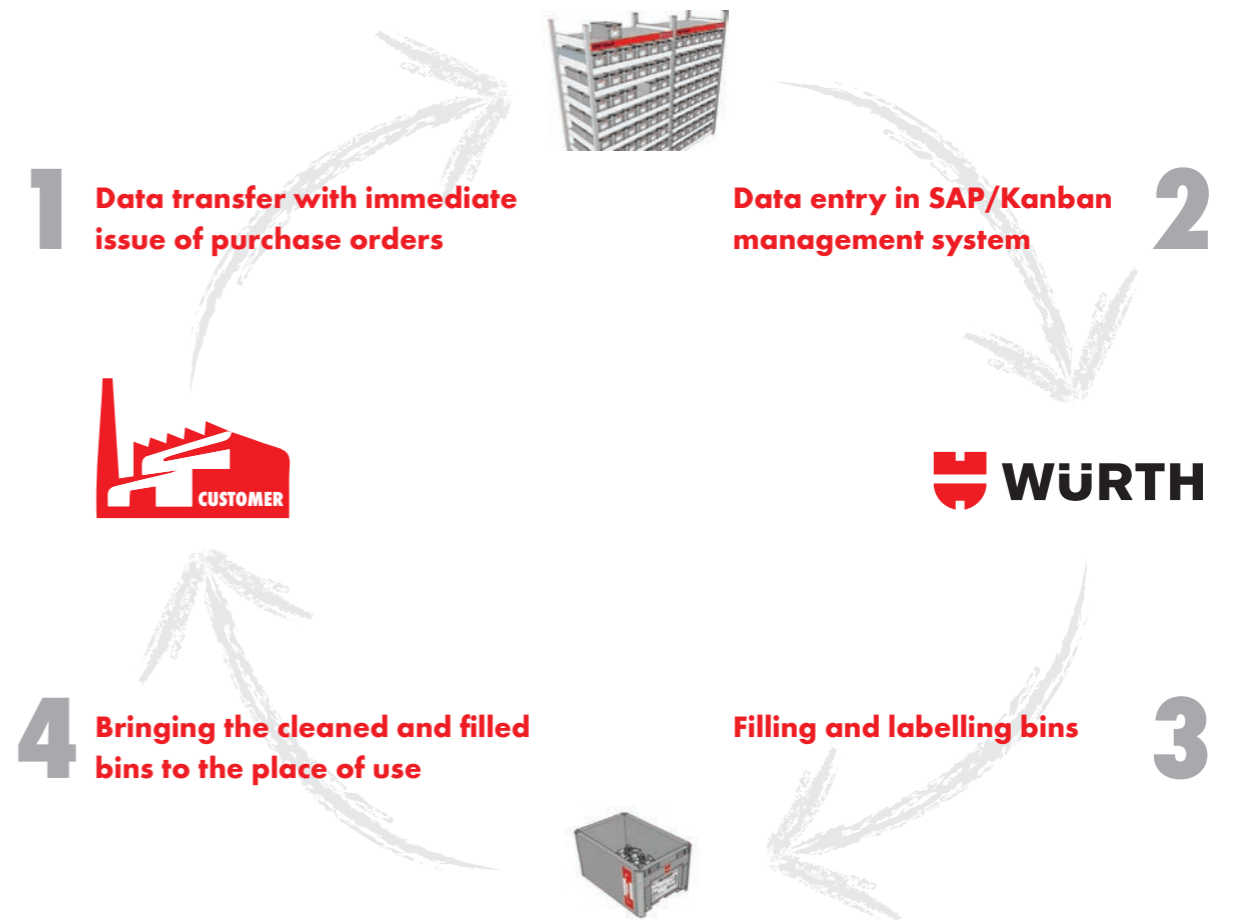
**Innovative supply systems**

**Save resources – with C-Parts management**

Just imagine you could significantly reduce your expenditure. Concentrate on your core business. And you would suddenly have free resources to push ahead with successfully developing your own company. Does that sound interesting? Then our C-Parts management is perfect for you as it combines maximum supply security with tailored solutions. How? By optimising the procurement value and procurement costs of C-Parts for you individually and **down to the very last point.**

**Clever and safe**

To do that, we lighten your load in terms of organisation and logistics: we purchase all C-Parts and make these available for you just-in-time. We also take care of quality assurance as well as technical advice or training. This saves you time and money in production, material flow and purchasing. And we are able to use valuable resources exactly where you see individual demands. That is as safe as it is clever. That is our C-Parts management.



**PINPOINTED SERVICE**



**All C-Parts from single source**

**C-Parts without limits**

A range with more than a million items. And each one can be used for precise applications. That is the starting point from which we supply our customers most effectively. The **focal point** is not only on screws, but also contains further C-Parts alongside nuts and bolts.

We also take your specific needs into account, as a range is only good if it brings you satisfaction and also impresses. Individual customer product services are therefore also part of our offer, such as special parts designed as per drawings or manufacturer-specific special parts.

**Because safe is simply better**

We are also strong when it comes to safety. We will handle your personal safety equipment or tools. With respect to added values: we also create them for hand tools, assemblies and/or kits that you receive directly in conjunction with our supply concepts. In a nutshell: No matter what you require for your production, we are able to produce it for you with certainty.

**We supply the C-Parts for your end products.**

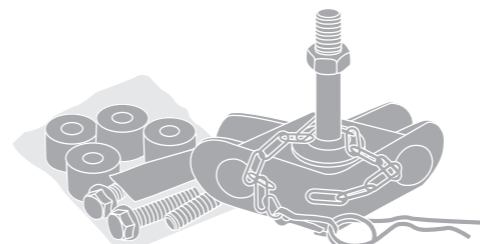
# FOCAL POINT



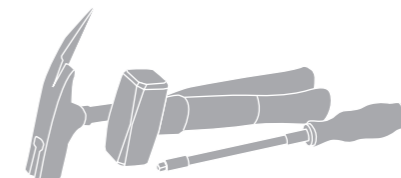
DIN/ISO and standard parts



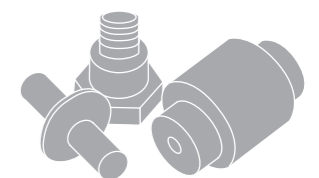
Personal protective equipment



Kits and assemblies



Hand tools



Fasteners based on drawings





## CPS® – Tailored production supply

### Service brand "CPS® C-Parts Solutions"

One major **benefit** of Würth Industrie Service is that we will lighten the load wherever possible, by supplying you with not only products but also solutions. These are, in turn, not off the peg but come in the form of an individual service concept tailored to your needs. The modular design is the cornerstone of such system solutions. Whether your focus is on production, overhead costs or both, we have the right systems for you.

### Optimised from iBin® to ORSY®

In the field of production we supply your companies by means of Kanban with alternative W-KLT®2.0 bins, RFID or the new innovative bin iBin®, which intelligently ensures supplies tailored to your consumption. We are happy to supply suitable containers directly to the site. According to demand, we supply you with indirect materials via ORSY® racks, ORSY®mat or REFILLO®mat.

We therefore give ourself – and in turn you – the advantage with intelligent holistic supply:

### Standard KANBAN

- WOB Kanban (goods without bins, delivery to the point of goods receipt)
- BASIC Kanban (goods in W-KLT®2.0 bins, delivery to the point of goods receipt)
- FULL SERVICE Kanban (goods in W-KLT®2.0 bins, delivery up to the individual consumption sites – comprehensive filler service)

### RFID KANBAN

- iSHELF® (intelligent shelving)
- iDROPBOX® (intelligent mailbox)
- iBOX® (intelligent pallet box)
- iBOX®flex (intelligent drawer)
- and others

### iBin® KANBAN

The first intelligent bin.

# PLUS POINT





### Maximum efficiency for your MRO supplies

Safety is crucial. But often also expensive. Especially if consumables such as personal protective equipment or tools where demand cannot be planned are involved. It is not the material that costs a lot of time and money, but rather your procurement or the lack of operating supplies.

We will resolve these problems for you, right down to the very last point. Perfectly using our holistic concept for MRO supplies that complement our system solutions for production materials.

#### Quickly, securely and automatically

We supply, stock, document and ensure fully automatic replenishment. Everything that is important for you will be available; transparent and time-independent. All that thanks to our modular, extremely flexible and combinable ORSY® racking and ordering systems.

#### Your check points:

- **ORSY® rack systems** (bins, chemicals and cardboard boxes)
- **ORSY®mat** (vending machine for consumables)
- **ORSY® plant equipment** (cabinets, workbenches and workshop trolleys)
- **ORSY®mobil** (vehicle equipment)
- **ORSY®scan** (scanner-supported ordering systems)

We will therefore always find the optimum solution. Also for your needs.



# CHECK POINT



Image	Art.No.	Description	Qty.	VE
	071564 605	Fibre-glass-reinforced folding rule YRDSTCK-FIBERGLASREINFORCED-2M ZEBRA	6	3
	071566 01	Cutter knife snap-off blade, extremely sharp BLDE-KNFE-BREAKOFF-BLACK-9MM	4	1
	089362	Compressed air spray CASPR-200ML SABESTO	2	1

User: Administrator  
Date: 2015-10-01 12:05:14





**You need it. – We invent it!**

**Innovations based on customer needs**  
Change makes the world go round. It was ever thus and will always be so. Change also means a significant opportunity for anyone who knows how to use it. Therefore, we are always developing new innovations – from the bin to the entire supply system – that sustainably develop the procurement environment. We will do that for you and with you, as the central point must be that every change helps you to be more successful. And this is what a **point landing** can look like:

**RFID Kanban: CPS®RFID**  
The most innovative RFID technology on the market makes your processes more secure than conventional Kanban systems.

**The innovative iBin® – Stocks in focus**  
The "i" in the iBin® can stand for so much. iNFORMATIVE. iNNOVATIVE. Or even iNTELLIGENT. One thing is certain in every case: a transparent view of individual parts in bins opens up quite new possibilities. Instead of only the empty bin releasing an order, the intelligent iBin® module will, in future, monitor the stock autonomously. And place follow-up orders before any bottlenecks arise.

**iBin®WP – Directly linked workstation supply**  
Streamlined processes will no longer be sufficient in the future. Individual systems are required that are linked within the overall system and to the person.

The new iBin®WP is heralding this revolution in C-Parts management. Industry 4.0 – The person at the centre of a networked system world. The Würth W-KLT®2.0 bin combined with the flexible W-KLT®Clip and the intelligent iBin® camera module are the starting points for this revolution.



# PINPOINT LANDING



# i-POINT



## Electronic procurement solutions for automated data transmission

Producing at a variety of locations brings many benefits. But also one difficulty: keeping data identical, regardless of time and location. We will resolve this problem for you by means of our electronic procurement solutions from CPS®CONNECT. No matter where and when you are able to exchange data in an automated way.

### Innovative e-Commerce

Do you require information about one of our items? No problem. The direct link to our online shop provides you with all the necessary information around the clock. You can order products quickly, simply and without any problems thanks to scanner-assisted ordering systems – at any time and anywhere. And you also always have access to our online shop along the way.

In addition to optimising the order process, an electronic link to your goods management system is possible, e.g. via an OCI or EDI interface (e-Procurement).

In a nutshell: your procurement becomes more efficient, your processes more productive – **i-Point**. For greater profitability within your organisation.



## Ensuring product and process quality for the long term

What characterizes a sustainably successful company? Without doubt the quality of its products and processes play a part. We will help you to maintain this with the greatest possible certainty. Centrally controlled quality management that is also represented locally in the individual markets and worldwide.

The **fixed point** here is that quality management is an integral part of an integrated process management. This includes all areas of the business. Clear specifications and documentation of our business processes mean that we ensure reliable processes, secure supply and a consistently high quality of your products.

**Ultra-modern machines, expert controls**  
How do we guarantee this consistency? Active supplier management is a central element: our local quality specialists (SQE) are represented on the main procurement markets. We are therefore able to evaluate suppliers directly and adequately follow up defined measures. Strategically globally positioned test laboratories also ensure swift quality controls.

In order to always remain at the forefront of developments, we massively invest in the latest processes and devices, such as the world's largest friction tester. We are therefore able to control goods receipts in our laboratory and support development projects of our product management. We are also happy to advise and support you on request by carrying out whole series of tests and finding exactly the right starting points to help you develop your products effectively.







Ultra-modern technology:  
OSR (order storage and retrieval) shuttle warehouse

### Innovative logistics – High supply security

The **pivotal point** at our company is logistics. We can quote impressive figures to prove our success. Over 576,000 storage places on a logistics area of more than 51,000 m<sup>2</sup>. Average monthly goods receipt of 7,000 tons and 35,000 items. A corresponding goods issue of 7,000 tons and 360,000 positions or Kanban bins. Fully automatic high rack warehouse with over 120,000 pallet positions and more than 12 km conveyor that ensures smooth handling of the logistics processes and management of more than 1,000,000 Kanban bins in use.

And yet the deciding factor in all these figures is: what is the benefit to you?

#### European-wide pioneer

Quite simply: maximum efficiency and supply security as a result of the most modern logistics centre for industrial supply in Europe. And innovative technologies that guarantee you C-Parts supply focussed on industrial requirements. Our shuttle warehouse is a small parts and buffer warehouse with independent aisles. In an emergency it is therefore possible to access one and the same items at different storage locations through the use of redundant storage. In a nutshell: You benefit from our products that are available at any time with maximum security and flexibility.

# PIVOTAL POINT



## Products and services especially for your market

### C-Parts Solutions for your industry

Our claim is that we will react in the best way possible to your demands at any time. To do justice to this, we have tailored our products, logistics services and system solutions precisely to industrial companies.

What do wind farms along the coastline of Germany, or mines in Australia and the classic packaging machine have in common?

Quite simply:

Our products and services can be found as a **starting point**. As always, when quality plays a role in classic machinery and plant engineering.

Our sales teams are therefore geared to your sector and market. And our specialist CPS® expert teams are certainly the ideal partner for C-Parts management solutions in your production facilities. No matter where you are in the world.



# STARTING

# POINT





CENTRAL POINT

**Focusing on the customer – Success stories that speak for themselves**

"The intelligent iSHELF® (RFID Kanban system) means that the expenditure for coordinating our C-Parts decreases enormously, as all orders run through automatically, and short term fluctuation in demand on the production line are safety compensated."

Gerold Raubacher,  
Head of Logistics Planning Mechanics at  
WITTENSTEIN AG



**WITTENSTEIN AG & Würth Industrie Service: 15-years joint success story of two market leaders**



**SENNEBOGEN & Würth Industrie Service: Two professionals in materials management**

Optimised stock management is the basis for smooth production at the Straubing-based family-run business SENNEBOGEN. The innovative CPS®RFID (Radio Frequency Identification) system module of Würth Industrie Service plays the deciding role here. This innovative Kanban system automatically releases an order directly at the individual production areas using RFID technology.

"All booking processes run automatically with the help of the new RFID technology, relieving the burden on our colleagues in purchasing and therefore releasing significant capacities for strategic projects."

Helmut Angerer,  
Head of Strategic Purchasing  
SENNEBOGEN



**MTU Reman Technologies & Würth Industrie Service: Automated materials management**

MTU Reman Technologies has expanded its materials management to include the comprehensive ORSY®mat supply concept for products for material processing. This automated system offers automated materials management in cabinet versions. The ORSY®mat FP dispenser used at two sites with 9 modules enables MTU Reman Technologies to have appropriate storage and supply of high-quality consumables and commodities with secure access.

"The principle is quite simple: Our employees select the required items using the touch display, direct withdrawal or a scanner, and remove the item using "pick-by-light", so that the subsequent order is automatically released to Würth Industrie Service."

Rolf Ennenbach,  
Purchasing/logistics  
MTU Reman Technologies



**STILL & Würth Industrie Service: Custom-made peak performance**

STILL concentrates its knowledge and its cumulative expertise in custom-made partner concepts. A long-term business relationship was therefore important in the search for a partner for fully automated C-Parts management. The CPS®KANBAN system from Würth Industrie Service has been giving a convincing performance in the production of the Hamburg plant right from the start. No surprise, it enables maximum availability of the correct C-Parts in the right quantity, at the correct site and at the right time.

"Our experience of the Kanban system from Würth has been excellent to date. The fully automated C-Parts management is a big win for the value-added chain of our production."

Raoul Faäß,  
Head of Purchasing  
STILL

"On the one hand, processes are at optimal cost; on the other hand, we are able to rely on the required parts always being there when we need them."

Dirk Sadler,  
Head of Logistics  
STILL



# SUPPORT POINT



## We speak your language

What makes a good partnership? Above all, understanding is crucial. And helping each other at all times. Our standpoint is therefore very clear: we are there if you need us. Not just at some point but immediately. Our nationwide network of branch offices means that it is efficient and precise. Our sales representatives will support you personally on site and therefore ensure that uncertainties do not even arise.

## Demand is covered!

And our internal sales team is also very close by. Distributed across **support points** we guarantee a direct service in the individual regions. Should you need something straight away, you can also make a purchase at any time in one of our stores. Do you need to cater for immediate requirements? That's not a problem at our company. On every point.

## We are here for you!



**WINWORK®**      [www.win-work.com](http://www.win-work.com)

**Würth Industrial Network in** Australia, Austria, Baltic states, Belgium, Brazil, Bulgaria, Chile, China, Czech Republic, Denmark, Finland, France, Germany, Great Britain, Hungary, India, Italy, Luxembourg, Malaysia, Mexico, Netherlands, New Zealand, Norway, Poland, Romania, Russia, Serbia, Slovakia, South Africa, Spain, Sweden, Switzerland, Turkey, U.A.E., Ukraine, USA

**Würth Industrie Service GmbH & Co. KG**

Industriepark Würth, Drillberg  
97980 Bad Mergentheim, Germany  
T +49 7931 91-0  
F +49 7931 91-4000  
[info@wuerth-industrie.com](mailto:info@wuerth-industrie.com)  
[www.wuerth-industrie.com](http://www.wuerth-industrie.com)

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