



SUPPLY CHAIN MANAGEMENT

ONE SOURCE WITH A FULL RANGE OF OPTIONS



CREATIVE SUPPLY CHAIN SAVINGS AND SOLUTIONS

Utilizing Whitesell means being able to source a much broader range of standard, engineered and highly specialized metal form products all directly from one lower fixed cost manufacturer.

And when blended with Whitesell's 25 years of Distribution/Logistics core-competence, the result is a total end-to-end supply chain solution that delivers substantial cost advantages across a wide range of measurement: Piece Price, Total Assembly Cost, Process Elimination, Vendor Consolidation, Outsourced Supply Chain Management, Customized and Scaleable Point-Of-Use VMI, Inventory Elimination, Cash Protection, Design Engineering Savings, Application Engineering Savings, and a markedly superior capacity for value innovation.

BROADEST RANGE OF GLOBALLY MANUFACTURED PRODUCTS

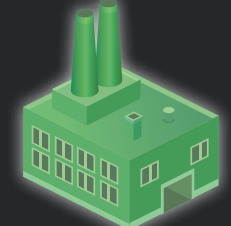
FULL CLASS C GLOBAL SOURCING AND PROCUREMENT

THE WHITESELL DIFFERENCE:
 Single Entity = Lower Cost Supply Chain

- Synergized core-competencies
- Lower cost of production
- Single management structure
- Single cost center/profit model
- Single, lowest cost logistics model*

Customer

*Core competent manufactured products and distributed items all put through a single logistics system. With the Whitesell model, the customer has full visibility and retains executive control over price/source at all times.



THE LOWEST COST GLOBAL VALUE SYSTEM-PERIOD

MRO SUPPLIES

Can be delivered through the same custom supply chain system as your production components for greater ease, efficiency and opportunities for substantial cost savings.



BAGGED AND KITTED COMPONENTS

Utilizing Whitesell's bagging and kitting capabilities can mean reducing or eliminating your own vertically integrated processes as well as often yielding a reduction in part and material cost. From pre-packaged global cost optimized kits from Asia to fully customizable and/or smaller quantity bagging here in North America, Whitesell can deliver a supply chain solution that creatively addresses your needs.



COMPONENT SOLUTIONS THAT REDUCE MATERIAL USE AND PART COST, SOLVE DESIGN AND APPLICATION CHALLENGES, IMPROVE PERFORMANCE, ADD UNIQUE FUNCTIONALITIES AND/OR REDUCE THE TOTAL COST OF AN ASSEMBLY

SUPPLYCHAINS@WHITESELLCORP.COM
whitesellcorp.com
 1.800.826.3317



CREATIVE SUPPLY CHAIN SAVINGS & SOLUTIONS

whitesellcorp.com



ABOUT WHITESELL

Market beating value systems delivered by a unique dual Manufacturing/Distribution business model.

Whitesell utilizes a unique business model that successfully blends the core competencies of both manufacturing and distribution into a synergized single point value delivery system.

Whitesell the Manufacturer

From humble beginnings in 1970, Whitesell has matured to become a leading global manufacturer of an unprecedented breadth of engineered metal form products. With this unique range of core-competent product offering, Whitesell has the ability to in-house manufacture a much greater range of metal formed products used by a customer.

Savings & Solutions

- Deal direct with a global cost optimized manufacturer
- World harmonized production for lowest global part costs
- Standout R & D product innovations across a far broader range of core process capabilities
- Applications Engineering
- Superior technical excellence and engineered problem solving



Whitesell the Distributer

Since 1985, Whitesell concurrently developed a class C component distribution and logistics network spanning the United States, Mexico and Canada. As one of the very first companies to utilize Asian/Global Market procurement for reducing customer cost, Whitesell has unsurpassed core-competence in end-to-end logistics and consolidation, with tailored in-plant/point of use VMI systems. Major capability centers in their own right, Whitesell Distribution delivers supply chain solutions that offer superior value and depth of service to the customer.

Unique in the marketplace, Whitesell's distribution/logistics operations are wholly integrated with manufacturing; with one management team, and a single lower cost/profit structure.

Savings & Solutions

- Lowest cost logistics model available in the global marketplace.
- Complete class C consolidation and supply chain management.
- Experienced in delivering some of the largest long term logistics programs in North America.



COMPLETE SUPPLY CHAIN MANAGEMENT FOR CLASS C COMPONENTS AND BEYOND

Often the OEM's most challenging supply chain to manage, "Class C Components" or "C class parts" are the terms typically used to characterize high volume, low cost (or HVLC) parts and materials used in the assembly of a durable product, or by the manufacturing process itself. This represents an extremely diverse range of standard and engineered components that varies in makeup and scope from manufacturer to manufacturer.

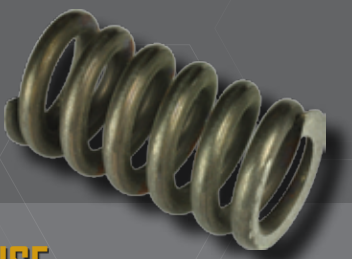
While the definition of class C item varies, examples can include virtually all types and styles of:

- Standard & Semi-Standard Fasteners
- Screw Machine Products
- Wire Form Products
- Forgings
- Engineered Plastic and Metal Rivets
- Clamps Bearings and Bushings
- Stampings and Fine Blankings
- Tapes
- Adhesives + Glues
- Springs
- Abrasives
- Cloth + Felt Products
- Tubular Products
- Retaining Rings
- Electrical Wire Routing Fasteners, Ties, Housings, etc.
- Plastic Injection Moldings
- Rubber Products such as Grommets, Bumpers, Caps, Bushings, Strips, O-Rings, Seals, Hose, Rubber to Metal Bondings, etc.
- Foam Products
- Pressure Sensitive Switches and Strips
- Labels & Decals
- Bagged and Kitted Components
- Packaging Materials
- MRO Products



Self-managed, global cost optimized supply chains for a wider range of component types and styles.

ENGINEERED COMPONENTS EXPERTISE



SPRING STEEL FASTENERS

Complete engineered solutions, from standard spring steel fasteners to highly engineered application-designed components, Whitesell has over 25 years of expertise in fulfilling needs and design requirements.



BLIND RIVETS

Partnering with the leading global manufacturing brand names for rivets, Whitesell's highly experienced engineering staff can provide application specific solutions with full supply chain management.



ENGINEERED PLASTIC FASTENERS

An automotive favorite for reducing cost, weight and eliminating corrosion issues, Whitesell's own design innovations and depth of experience make Whitesell a preferred OEM choice for engineered plastic fastening products and supply chain solutions.



WIRE ROUTING FASTENERS

For mounting tube, conduit, cable, wire or other typically cylindrical shaped objects. With a multiplicity of standard/custom sizes and property types available, Whitesell is a premier choice for comprehensive engineered and supply chain managed solutions.



THREADED INSERTS/RIVET NUTS

For blind applications requiring an internal thread, this specialty fastener type has been used by automotive, aerospace, transportation and defense industries for decades, and has long been a Whitesell supply managed product family.



RETAINING RINGS

An often overlooked alternative to machined shoulders and other traditional fasteners, retaining rings can deliver surprising material and assembly savings opportunities.

Multiple award winning supply chains for engineered components to the OEM