

CLASS C COMPONENTS

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DISTRIBUTION EXPERTS TAKE THE HEADACHE OUT OF SOURCING

by Dennis Cowhey, President, Computer Insights

The secret to the success of Class C Components is simple: they supply quality fasteners and industrial supplies with an unmatched commitment to service and flexibility.

Mission Statement

Class C Components is a customer-focused Industrial Distributor that specializes in Vendor Managed Inventory programs and Supply Chain solutions for OEMs and sub-contract manufacturers. Our experienced and knowledgeable staff is committed to exceeding our customer's service expectations.

Quality Policy

Class C Components is committed to providing quality industrial products delivered on time at competitive pricing to their customers in the OEM, sub-contract manufacturers, and MRO markets. Class C Components employees strive to meet or exceed Quality Objectives while continuously improving processes and meeting applicable requirements.

The Personal Touch

After witnessing the level of customer service provided to small and mid-sized OEMs and sub-contract manufacturers decline, they set out to distribute a more diverse industrial product offering and deliver better solutions.

Founded in 1995, Class C Components was built on the commitment to meet the industrial supply demands



JILL ZOSCHKE, PRESIDENT & CEO

for OEM, sub-contract manufacturers, and MRO markets; while providing and maintaining a level of service, flexibility and product versatility that was unrivalled in the industry. They call it "the personal touch."

Starting in a small, leased warehouse in New Brighton, MN, Class C Components offered industrial supply solutions, VMI programs, and On-Site Kitting based primarily around fasteners. With a customer-centric decision-making process, Class C Components realized that their customers would benefit from increased supplier consolidation. They began to disrupt the industrial distribution arena by greatly expanding the line items traditionally offered on VMI programs and managed inventory solutions.



Class C Components has grown to offer one of the industry's deepest, most product-rich VMI Programs, providing over 100K SKUs. Unlike many other industrial suppliers, Class C Component's customers can easily add more product groups to their VMI program. Class C Components has stayed true to its initial commitment; it continues to provide an unrivaled experience in industrial distribution.

Vendor Managed Inventory (VMI)

Class C Components leverages features in The Business Edge™ by Computer Insights to help manage and service their VMI customers.

The software enables the fastest product scanning order transmission from customer locations to their facility. The system provides up-to-date, accurate supply line visibility and customer-friendly usage reports.

A VMI program with Class C Components will reduce costs of accounting, freight, inventory, procurement, purchasing, receiving, and sourcing.

"The experienced team at Computer Insights align with our customer-focused approach to business. The

VMI features amplify efficiency and allow us to get more done in less time. The Business Edge™ gives us real time access to crucial information-product trends and usage-at our fingertips. Our VMI program has the fastest order transmission speed in the industry." - Jill Zoschke, President & CEO.

Class C Components was the first company in Minnesota to use iPhone scanning technology for VMI Fastener and Industrial Product Programs. This allows orders to be scanned and transmitted to customers and our system, simultaneously before they leave your facility.

Every VMI Customer is assigned a dedicated outside representative, lead and backup inside sales representatives, and a VMI procurement scanning expert. Details matter to ensure customer satisfaction and relentless service.

Is A VMI Program Right For You?

A Vendor Managed Inventory consultation is the next step if you want to reduce costs associated with accounting, freight, inventory, procurement, purchasing, receiving, and sourcing.

Over 65% of Class C Components customers are serviced on a Vendor Managed Inventory program for fasteners and industrial supplies.

[1] Establish Expectations

- a. Determine EAU Quantities
- b. Release current print revisions for fasteners and provide samples

[2] Prepare Your Quote

- a. Determine First Article Process
- b. Define inspection expectations for fasteners and other product groups
- c. Verify initial inventory quantities to be quoted

[3] Assess Current Stock & Future Requirements

- a. Obtain on-hand fastener and other product category inventory quantities
- b. Create a transition plan for part transfer

[3] Assess Current Stock & Future Requirements**Continued....**

- c. Secure liability agreements on special fasteners and parts
- d. Confirm the part list
- e. Set Vendor Managed Inventory Program implementation date

[4] Verification & Review

- a. Final customer plant walk-through
- b. Facility site map created for fastener and other VMI product stock locations.
- c. Print labels, test and verify locations, min/max levels, and accuracy

[5] Implement & Measure

- a. On-Site Training
- b. Apply Labels
- c. Usage Data & Patterns are available upon request for future forecasting and planning.

Available VMI Product Categories

- Abrasives
- Adhesives
- Cable Management
- Cutting Tools
- Electrical
- Fasteners
- Metric | Nylon | Pre-applied patch | RoHS Compliant
Stainless | Steel | Zinc
- Fittings
- Janitorial
- Kitting
- Material Handling
- MRO
- Protective Caps
- Safety
- Shipping Products
- Tapes
- Tools
- 3M

Distribution & Specialties

Class C Components offers dock-to-dock, dock-to-stock distribution of thousands of manufacturers, Custom Labeling and Packaging, Engineering and Procurement Sourcing Support, and On-Site Fastener and Parts Kitting.

Inventory Management Specialists, On-Site Parts Kitting Department / Custom Packaging, Fastener and Assembly Components, and Supply Chain Solutions.

- Class C Components continually invests in their corporation and employees to mutually benefit the company and their most important ally, their customer.

- Climate Controlled Warehouse
- Complete product traceability to the Manufacturer, Lot, and Order Origin

- Constant Stock Rotations and Shelf Life

Evaluations

- Continuous Inventory Cycle Counting
- Coordinate Product Training with Manufacturers
- On-going investments in hardware, software, and technology to streamline data and transaction costs from our facility to our customers' business.



- Promote from within the Organization
- Quality: ISO 9001:2008 Certification in June of 2010; ISO 9001:2015 Certification in April of 2018; ISO 9001:2015 Re-Certification in April of 2022.
- Epic customer service. Calls are answered with voices, not voicemails.

On-Site Customer Kitting Solutions

Class C Components provides a comprehensive range of kitting services on-site. They package individual parts of your product into a kit and deliver the kits for packaging or to the end user for final assembly. Kits can contain mixed product types as well as kits within kits (sub-kits). Their knowledgeable and experienced team assembles kits accurately, efficiently, and to your specifications.

Kitting Services Increase Efficiency

When manufacturers compile and kit their own parts, they can lose considerable time and productivity in the process. Class C Components can manage the time-consuming, complex tasks involved in the kitting process with their on-site kitting services. They prevent lost and misplaced parts, unnecessary errors, confusion, and delay. Their kitting services streamline the entire process, saving you time, increasing productivity, and helping to contribute to a smooth business operation. The distribution experts at Class C Components can help you improve your competitiveness by delivering reduced assembly costs, more efficient space utilization, and faster production cycles.

What People Are Saying

"Our organization wanted to gain better insight into costs on our shop floor. Class C had all of the data available for us that was captured through their VMI software. Now we get a monthly report of every VMI item consumed by fill location, and that information enables us to evaluate our consumption and make better business decisions. Using this information our team discovered that

we were consuming an excessive amount of gloves on our shop floor. The team at Class C brought multiple vendors to our factory to recommend gloves that are more durable or suited for specific processes instead of the same disposable glove across all departments. The result is a 40% reduction in our spend on gloves each month."

CFO @ Company A

"As always we are super impressed with the VMI program that Class C offers. Class C serves 3 locations for us and does a fantastic job. Everyone at Class C from the driver to sales and management are dedicated to the success of the program and our company! We are heading into year 5 and look forward to many more with Class C. Thank you!"

Senior Buyer @ Company B

"We are a remanufacturer and have done business with Class C for many years and we purchase everything from fasteners to cleaning and safety products with over a thousand part #'s they keep track of and inventory for us.

They have worked with us to set up min / max levels on all of our product and have made it truly an easy process with very little hands on from us and they have the capability to provide us usage reports on whatever we need & if there is an issue they come with a solution.

Director of Operations @ Company C

More Information



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