

Class C Solutions Group by MSC Industrial Supply (formerly Barnes Distribution)

Supplier:

Supplier Information	Distributes over 250,000 maintenance & Shop Supply items in conjunction with our tailored inventory management & logistics solutions. Our high quality product line includes Fasteners, Electrical Supplies, Hydraulics, Plumbing Supplies, Chemicals, Safety, Tools and Abrasives, Material Handling/Rubber, Vehicle Hardware, Shop Supplies & Security Products. To ensure customers are able to select the right product for their desired application, we offer many products in a "Good", "Better", and "Best" line.
Customer Service & Technical Support	Hino Parts Support Phone: (866) 372-4466
	Hino Parts Support Email: helpdesk@hino.com
	Hino Parts Support Fax: (662) 342-3939
	Class C Solutions Group General Phone: (866) GET-MROP 866-438-6767
	Class C Solutions Group Rep. Lora Williams Phone: (585) 978-1295
	Class C Solutions Group Email: Lora.Williams-Gerhardt@mscdirect.com
	Class C Solutions Group Web: http://www.mscdirect.com/
	Class C Solutions Group Fax: (216) 357-5046
The Class C Solutions Group Landing Page listed below provides Hino dealers with a lot of great information from current sales & promotional offers, to digital catalogs & the Class C Solutions Group overview. We highly suggest clicking the "View Shop Transformation Video" link so you can see the transformation that takes place when a dealer decides to make the transition to Class C Solutions Group.	
Hino Dealer Landing Page:	http://blueclassc.mscdirect.com/acton/fs/blocks/showLandingPage/a/1684/p/p-005e/t/page/fm/0
Literature:	http://www.mscdirect.com/resources/digital-publications
Order Procedures:	Orders are placed by your Class C Solutions Group District Rep. for the dealership. Dealers will no longer have to monitor & place their orders for time consuming small parts.
Stock Orders	Orders should be placed through your Class C Solutions Group Field Sales Rep.
Emergency Orders	Contact your assigned Class C Solutions Group Field Sales Rep. Emergency orders are subject to additional shipping and handling fee's.
Minimum Order \$	No minimum order quantity/value, however the minimum order value is \$100 for pre-paid freight.
Freight Policy:	As part of our agreement freight is pre-paid by Class C Solutions Group on all stock orders meeting the Minimum Order Value with the exceptions of dimensionally rated freight items, shipments requiring special handling, and orders that request next day air or rush that are not typically delivered next day will be subject to additional charges.
Free Freight Policy:	Free Freight will be offered for all orders meeting the Minimum Order Value. Freight will be pre-paid & added to the invoice on any order under \$100 and the exceptions listed above (exa. "Ice Melt" or "55 Gallon Drums").
Order Fulfillment Policy:	The standard order processing time is 3-5 business days from date of order placement.
Part Number Pricing:	Pricing will be available on-line in the Hino DCS system. In addition, the prices will be forwarded to your service bureaus within two weeks of each pricing update.
Format:	Standard Part numbers are directly carried over with a prefix of "BD-".
Mega Fleet:	All-Makes parts are not included in the Hino Mega Fleet pricing file but should be sold to Mega Fleet customers and filed as Miscellaneous Items in Corcentric when submitting for reimbursement.
Warranty:	Ensuring that our customers are satisfied with products they have purchased from the Class C Solutions Group is one of the core values of our business, which is why we offer an eighteen (18) month warranty on all MRO parts. All MRO parts are warranted to Buyer against defects in material or workmanship. Buyer's sole remedy under this warranty shall be reimbursement to Buyer for: a) the cost of the MRO part required to replace the defective part, and b) the labor required to replace the defective MRO part or parts, based on the prevailing labor rate.
Returns:	To enable our customers to maintain optimal inventory levels, we offer a hassle-free, best-in-class return policy. Products can be returned within sixty (60) days as long as the product is in its original packaging, has not been used and is in resalable condition. Excluded from this return policy are items identified in advance as being nonreturnable such as hazardous chemicals. For special order product returns we may invoice the dealer for any restocking fee imposed on us by our vendor. Contact the Class C Solutions Group to initiate a return.
Shipping Inspection and Damaged Product:	When customers return items to the Class C Solutions Group on a freight collect basis, we will inspect all merchandise upon arrival and carrier damage claims should be filed with the carrier immediately. Providing the customer packs and ships the merchandise adequately to prevent damage, the customer will not be responsible for any damage or filing a claim after the freight carrier accepts the shipment. For excess stock returns, contact your Class C Solutions Group Rep. directly.
Web Site:	https://classc.mscdirect.com
Conclusion:	The ease of doing business with the Class C Solutions Group is a priceless resource to any dealership. We allow dealers to free up time dealing with all the small parts so dealers may focus on the large revenue items. State-of-the-Art Logistics Network: Our infrastructure ensures that you get the right product in the right place at the right time. Our logistics network includes: 1,300 sales employees who provide on-site service in virtually every zip and postal code. A warehouse management system that ensures a more than 97-percent fill rate. Wireless devices that connect field sales to live pricing and product availability, 24/7. Orders in by 11:00 AM typically ship same day.
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The Truck Sales & Service Specialists



A Toyota Group Company

Serving the Truck Sales and Service Market for Over 75 Years

Driving Directions

1. Company Overview
2. The Problem With Small Parts
3. Vendor Managed Inventory
4. Benefits of the All-Makes Program





- Serving the North American market for over 75 years.
- Application of Lean principles to improve maintenance productivity and lower total cost of ownership through the our system.
- Flexible business solutions: On-Site Vendor Managed Inventory, eCommerce Online Ordering, ERP Integration Capabilities, Vending Solutions.



Over 250,000 High Quality Maintenance Items Available!



- Fasteners
- Hose & Fittings
- Tooling & Abrasives
- Electrical Connectors
- Chemicals
- Maintenance & Shop Supplies
- Safety Supplies
- Vehicle Hardware
- Security Products
- Material Handling Hardware

Canada Locations

Beamsville, ON

Edmonton, AB

Moncton, NB



U.S. Locations

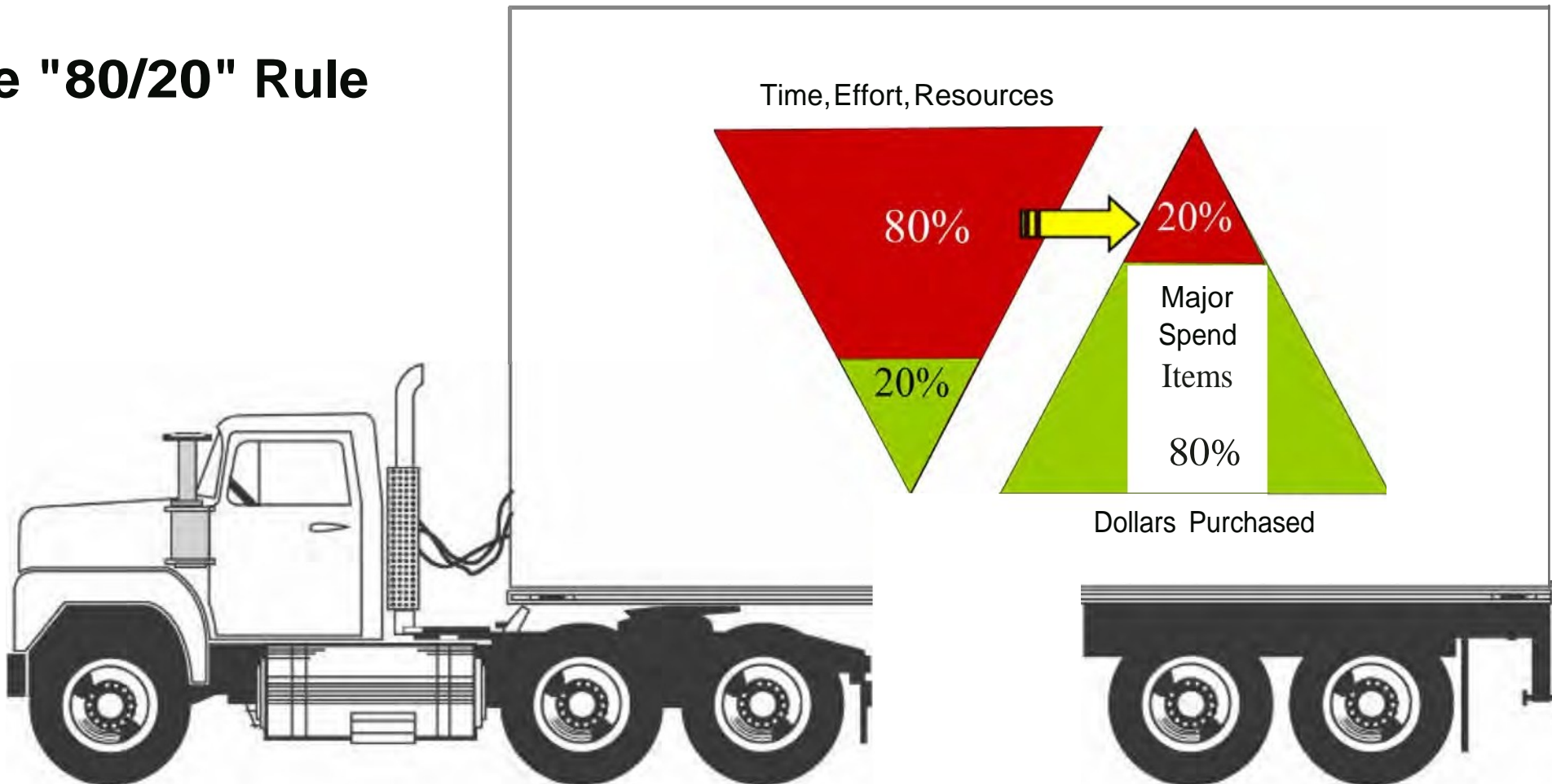
Dallas, TX

Harrisburg, PA

Chicago, IL

Reno, NV

The "80/20" Rule



The Reality of Managing it Yourself...

- Regularly monitor small parts inventories and identify items for replenishment.
- Initiate purchase requisitions.
- Issue purchase orders.
- Wait for deliveries.
- Travel to supplier to pick up parts.
- Expedite orders.
- Receive orders.
- Put products away.
- Address paperwork issues.
- Chase additional parts.
- Manage stock-outs that lead to equipment downtime.



Vendor Managed Inventory

You have the controls

We manage your inventory to your specifications

We keep your small parts organized

State of the art wireless technology enables:

Real time quote generation

Real time PO processing

Real time inventory availability



Dedicated account representative at your service

"It's like having an extra employee on staff"

SupplyBay^{rM}



- Large Dispensing Door
- Large Lexan Clear Door
- Wrap Around LED Lighting
- Easy to Add Auxiliary Units
- Easy to Reconfigure

Supplylocker^{rM}



- 8 & 16 Drawer Option
- LED Lighting
- Patented Take/Return Technology

SupplyAgentTM



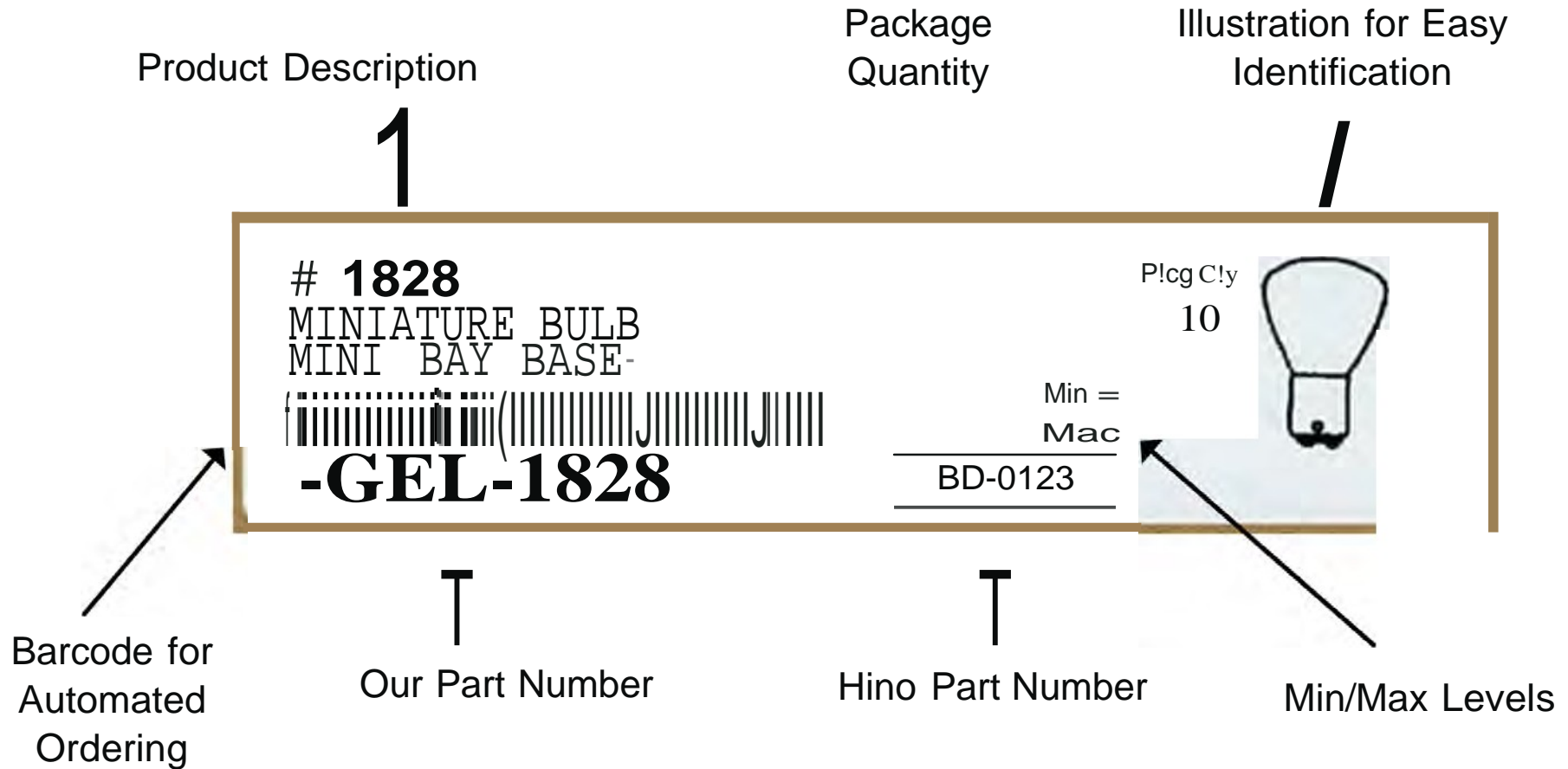
- Back Lit Item Display
- Configurable Drawers
- Door Level Control
- Transparent Dividers & Bins

SmartDrawerTM



- Multiple Lid Configurations
- Individual Compartment Control
- Compatible with Lista, Stanley Vidmar & Rousseau Cabinets

Part Number and Product Standardization



VK:U . ID . 06-0247840

ISO1 E.A.:T fl:t::m1 GT1UtlIT
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Quotation

Page 1

Attch: B - SHOP	SCANNER NUMBER	ORDER NUMBER	DATE
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 1301 lo:ADT TI-t aTIUtET
 ILAND, OH 44114

VAVfROM: 371728 0001 (83178028)
 QUOTE
 1301 EAST 9TH STREET
 CLEVELAND, OH 44114

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i":t:HMS=----	CUSTOMER P.O.	SALES REP	SALES REP. NAME	SALES REP PHONE	SALES REP FAX
' :10 D . .		8800	RDS QUOTE	216-416-7300	

LN	QTY - ORDRD	AL&.C aTY	ITEM ID	U O M	ITEM XREF	DESCRIPTION	PAICit	VA UII
1	50		39080	EA		GR. 8 HX HD CAP SCR 7/16-14X1-1/4	.29000	14.50
2	50		44187	EA		MET CLASS 10 HEX NUT M8X1.25	.20503	10.25
3	50		44197	EA		MET CLASS 10 HEX NUT M10X1.50	.27030	13.92
4	400		94502	EA		SS PH PL HD MACH SCR 4-40X1/2	.07600	30.42
5	400		94506	EA		SS PH PL HD MACH SCR 4-40X1	.10317	41.27
6	200		94528	EA		SS PH III MACH SCR 8-32X2	109813	59.65
7	100		94541	EA		SS PH P'L JID) MACII \O 4Jt '1/	.30542	30.54
8	200		94665	EA		SS I'H P'l II" MAQI :::t.XI/2	.11638	23.28
9	200		94684	EA		SS WI I Jm MACII 10 :LJX:l-1 ■ SS	.19535	39.07
10	200		94323	EA		GG Pjr:I lo P:LAT JrJ) CMQ !L.O. :IOX1/2	.15334	30.67
11	200		94325	EA		C:: ..UllO VS.IIT II) GMG • IOX:l/4	.20315	40.63
12	100		94331	EA		G# :UIfo T Ut) O I::a:XI	.34742	34.74
13	50		C36920	EA		CC Phil lo PAH IC) c:XI: NO. 14X2 1/2	.99972	4V.OO
14	200		93622	EA		10 a cG tYt. I .c 140Cit NUT' a II:!	.25064	4ti.l::t
***** DO NOT SHIP - FOR QUOTE PURPOSES ONLY *****								
ORDER HELD. PLS CONTACT CUST SERVICE PltOVIU PO N								

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This Is not an Involco

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 light/ tae llan ou. cn.rgo. Kay Apply.

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What the System will do for you:

Increase Employee Productivity:

- Right part- Right place – Right time
- Optimize parts placement for quick access
- Focus more time on critical parts

Decrease Purchasing Costs:

- Fewer purchase orders
- Consolidate vendors
- Eliminate off-site parts chasing

SHOP SURVEY

CONVERSION

HOUSEKEEPING



Conversion is Free!

All binning equipment & labor for conversion is covered by Class C Solutions Group
Bar-code labeled

All Inventory and packing lists will include the Hino part number

Free Freight on all Orders

Exceptions are dimensionally rated freight terms, shipments requiring special handling and orders that are requested next day air or rush that are not typically delivered next day will be subject to charge as non-standard shipping requests (see Hino QR Guide)

All orders will be billed through Hino Trucks

All purchases will count towards the Added Rewards Program beginning in April 2014

Full Integration with Your Dealer Management Systems

Dealers can charge-out parts to customer invoices and increase profits

It's Our Experience That Makes the Difference

Industry Segment and Product Expertise.

Continuous Education in:

Product

Industry Issues

Service Solutions



*Where You Need **Us**- When You Need Us – On Site!*

For More Information Contact

Lora Williams-Gerhardt

Strategic Account Executive- Class C Solutions Group

(585)978-1295 lora.gerhardt@mscdirect.com





Barnes Distribution / Barnes Group Inc. BARNES®

WARRANTY

All parts and accessories supplied by Barnes Distribution, Barnes Group Inc. are warranted against defects in material or workmanship. **This warranty provides reimbursement to our customers for:**

1. the cost of the part required to replace the defective part, and
2. the labor required to replace the defective part based on the prevailing labor rate.

Our obligation is limited to any part which, upon examination by our Quality Assurance Department, proves to have been defective within a period of 18 months after purchase. Parts which have been altered or modified, improperly installed, or which have failed due to abuse or inadequate maintenance after installation or which were damaged due to malfunction of other parts not supplied by Barnes Distribution are not covered by this warranty.

All claims of labor must be supported by an itemized repair order covering replacement of the defective part. All parts involved in the warranty transaction along with supporting repair orders must be sent, through our sales representative, to the Quality Assurance Department in our Headquarters Office in Cleveland, Ohio.

THIS WARRANTY IS IN LIEU OF ANY OTHER WARRANTY, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE AND WE NEITHER ASSUME, NOR AUTHORIZE ANY PERSON TO ASSUME FOR US, ANY OTHER LIABILITY IN CONNECTION WITH THE SALE OF OUR PRODUCTS. WE SHALL NOT BE LIABLE FOR CONSEQUENTIAL COMMERCIAL DAMAGES RESULTING FROM BREACH OF THIS WARRANTY.

This warranty is extended to:

_____ (Customer's Name)

_____ (Customer's Address)

_____ (City and State)

_____ (Account Number)

_____ (Effective Date)