

ORSY[®]

ORGANIZATION SYSTEM

Würth Baer Supply



WHAT IS ORSY®?

You know the facts:

Good inventory control takes time. Ordering and organization do not come automatically. They each require a considerable amount of your time and labor.

You know the frustration: Packaging, tools, and parts are stored all over the place. Often, small items are found only after a long search – if at all. This is true, even if you are well-stocked.

You know the risks:

Placing orders on short notice costs you money, while too much stock takes space and ties up your cash. Ever run out of a critical item?

Have you recognized the problem?

This is the first step to correct these concerns. By partnering with Würth Baer Supply and the Würth ORSY® System, a solution can be custom made to your specific requirements.

Meet the solution:

Optimal inventory control with only one location for each item will keep your efforts and costs to a minimum. We will provide the service and make adjustments to the system as needed.



THE ORSY[®] ADVANTAGE

What is your business best at?

- Is it utilizing skilled craftsmanship to build custom designs?
- Is it efficient production that produces short lead times?
- Is it providing your customer with a one-stop shop?

At Würth Baer Supply, our mission statement is “People dedicated to providing excellent service and fine quality products to the woodworking industry”. We are at our best in managing and distributing a wide range of quality products to our customers.



With ORSY[®] you will have full shelves.

Let us partner with your business so you can focus on what sets you apart from the rest. We will reduce the burden of managing your inventory – that’s what we do best.

ORSY® = FULL SERVICE

1. Planning

Together with your sales rep, you will plan an ORSY® system custom-tailored to your needs. In conjunction with your Würth Baer Supply Sales Representative, you will work together to choose the items and the inventory (min/max) levels for those items you need to have on-hand.

2. Assembly, Labeling, & Set-Up

The rest is up to us. A rack system will be assembled and labeled at your business for optimum efficiency. The shelving units are approximately 48"W x 18"D x 85"H.

3. Maintenance

Per the arrangements you make with your Würth Baer Supply Sales Representative will visit your business periodically to reorder stock as needed, and keep the system clean and well-organized.

4. Updates

Your Würth Baer Supply Sales Representative will work with you to add or remove items from the ORSY® system to align with your ongoing business needs.



**With ORSY®
you will have
full shelves, not
empty boxes.**

PROFESSIONAL GRADE PRODUCTS

Würth Baer Supply is proud to offer a complete line of professional grade products from Würth. From the innovative ASSY® fasteners, to durable tools, to first rate lubricants - these products help make your work get done right the first time. From improved product quality to labor-saving features, these products were developed with the professional woodworker in mind.

The ORSY® System was developed to help insure that your business will never run out of these professional grade Würth products. Consider Würth quality products as part of your ORSY® system, and you will see the value of having these great products on-hand to keep your shop running smoothly and efficiently.

Würth Baer Supply not only will provide you with all of the supplies and small items that your business needs. We offer a full-service concept, from inventory control and ordering through to maintenance and service for your ORSY® system.



SERVICE THAT PAYS OFF!

With the ORSY® Service an average woodworking shop can save on average more than \$2,000 per year. For many of the small items that you use frequently is:

- Where the risk of shortages is the highest
- Where you lose time
- Where extra stock can accumulate unnoticed
- Where you waste space



Expected Yearly Savings:

(Based on a typical woodworking business):

Ordering Time/Cost (Placing one extra order per week)	Yearly Cost Savings
Ordering Time - 15 minutes @ \$15.00 per hour x 52 weeks	\$195.00
Shipping Costs - \$5.00 per order x 52 weeks	\$260.00
Receiving/Inspection Time - 5 minutes @ \$15.00 per hour x 52 weeks	\$65.00
Processing Payments/Credits Time - 5 minutes @ \$15.00 per hour x 52 weeks	\$65.00
"Go-Fer" Costs - once per week to will-call an item, or buy at item at retail. One hour @ \$15.00 per hour x 52 weeks	\$780.00
Product Search Time - time spent looking for that lost item/shop supply, or searching for items throughout the shop floor. (Once per day) 10 minutes @ \$15.00 per hour x 260 work days per year	\$650.00
Receiving Time - speeds up the receiving process for large stocking orders 30 minutes @ \$15.00 per hour x 24 weeks (2 times per month).....	\$180.00
Inventory Cost Savings - interest on the extra capital tied up in inventory \$1,000 x 6%	\$60.00
Total Estimated Yearly Savings	* \$2,195.00

*Please note that there are additional savings provided by ORSY, such as floor space that is freed up by using this system.

HOW TO GET STARTED...

How do I sign up?

All you need to do is to meet with your Würth Baer Supply Sales Representative.

The topics that will be covered during the meeting are:

- A review of the program.
- A review of the products you would like in your ORSY® System and the inventory levels you need for each.
- A review of the floor space requirements needed for the ORSY® System Racks.
- Completion and the return of the Service Contract Form.
- Placing a starter order so that the ORSY® rack will match the inventory levels you decided upon.

That's it!

The rest is now up to us.

Thank you for partnering with Würth Baer Supply.

ORSY Order Form Fax: 888-558-2237

Account # _____ Name _____
PO # _____ Page _____ of _____
Bill to: _____ Ship to: _____
Customer Name: _____ Sales Rep: _____
Phone # _____ Order Type: Regular Order V&C Call
Fax # _____

Special Instructions:

Ord. Qty	URS	Item #	Product #	Description	Min. Qty	Max. Qty	Min. Ord.	Per. Req.

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Würth Baer Supply ORSY Program Lease Agreement

This Würth Baer Supply (Supplier) System ORSY Program Lease Agreement ("Agreement") is entered into by and between Würth Baer Supply, an Illinois corporation ("Würth"), and the undersigned Lessee ("Lessee").

Würth desires to lease to Lessee and Lessee desires to lease from Würth the Shading units, product bins, and equipment (collectively referred to as the "Equipment") on the terms and conditions set forth in this Agreement. In consideration of the mutual covenants and promises contained herein, the parties agree as follows:

1. Lessee, Würth hereby leases to Lessee, and Lessee hereby leases from Würth, the Equipment described in Exhibit "A". The parties agree that from time to time Exhibit "A" may be modified as provided in paragraph 13 below.
2. Term: Subject to the provisions of this Agreement, the term of such lease ("Term") shall commence on the "Commencement Date" described below and shall continue thereafter until December 31st of the year forming a part of the "Commencement Date". The term shall automatically extend for successive periods of one year each until terminated.
3. Rent: The annual rental payment ("Rent") under this Agreement shall be One Dollar (\$1.00), and shall be due and payable on each January 1st during the term.
4. Termination: Either party may terminate the term, with or without cause or reason, by providing the other party with a written notice of such termination not less than thirty (30) days prior to the effective date of such termination, irrespective of the date the Term is due to expire. Service of such notice shall be sufficient if provided to a party to which it is addressed, or to its representative, or to a person to whom it is addressed by personal or registered mail, or by U.S. certified and return receipt requested, first class postage prepaid, addressed to a party or its address as set forth below. Würth may terminate the Term immediately, with or without notice, if Lessee is in breach or default of any obligation to Würth as set forth in this Agreement, whether any such obligation is set forth in this Agreement or otherwise.
5. Title: The Equipment is, and at all times shall remain, the sole and exclusive property of Würth. Lessee shall have no right, title, or interest in the Equipment, except as set forth in this Agreement. Lessee shall not alienate any of the equipment without Würth's prior written consent.
6. Condition and Care of Equipment: Lessee represents and warrants that it has inspected the Equipment, as assembled, prior to its use of such Equipment, and that Würth has made no representation or warranty as to the condition of the Equipment. Lessee accepts each unit of Equipment "AS IS" and without any return, reimbursement, expense or implied, as to its merchantability, fitness or design, or as to the quantity or capacity of the Equipment, or as to its materials, components, or workmanship in the Equipment, including any warranty for fitness of any particular use or purpose, or otherwise. Lessee, at Lessee's own cost and expense, shall maintain and keep the Equipment in good repair and condition and shall timely provide all spare parts, maintenance, and services required to keep the Equipment in good repair and condition.
7. Use of Equipment: Lessee agrees that the Equipment shall be used solely and exclusively to contain, display, store, and sell products supplied to Lessee by Würth. Lessee shall not make any other use of the Equipment.
8. Risk of Loss: Lessee shall bear the risk of loss and damage to the Equipment. No loss or damage to the Equipment shall relieve Lessee of any obligations under this Agreement. If any loss or damage occurs, Würth, at its option, may require Lessee to place any damaged Equipment in good repair and condition, or replace Lessee to pay Würth its replacement cost for the Equipment or Parts, or disburse the Equipment "As Is" and "Value As Is".
9. Delivery "Clean" Termination: Upon the termination of the Term, Würth, at its option, may require the Equipment from Lessee or abandon the Equipment. If Würth chooses to recover the Equipment, Lessee shall provide Würth with access to the Equipment for dismantling and removal of a new and date reasonably specified by Würth. Lessee shall have no obligation to provide such access. Lessee shall pay Würth's full replacement cost of the Equipment if it fails to do so.
10. Indemnity: Lessee shall keep, cover, protect, defend, indemnify, and hold Würth harmless, from and against any and all liability, claims, damages, costs, and expenses, including reasonable attorney fees, which may be imposed upon, incurred by, or asserted against Würth by reason of any loss, theft, or other liability or legal claim, including the death of a service facility, injury to any person or any and all damage to any property which arises as a result of Lessee's possession or use of the Equipment, made from or on or based upon any act or omission of Lessee, its agents or employees, or Lessee's breach or default under this Agreement.
11. Program Extension: All products supplied to Lessee for use in connection with the Equipment shall be supplied based upon the price, shipment, and other terms as expressed in Exhibit "B" attached hereto. The parties agree that from time to time Exhibit "B" may be modified as provided in paragraph 13 below.

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- We will assemble the custom designed and labeled racks at your business.
- We will stock the rack with the items you currently have in your shop, plus any that you order with your ORSY® System order.
- We will also provide fax order forms to speed up the reordering process.

Your Würth Baer Supply Sales Rep will keep the system serviced, and will work with you to monitor your inventory levels, and add/subtract items as your business needs change.

ORSY® ORGANIZATION SYSTEM

Würth Baer Supply

909 Forest Edge Drive
Vernon Hills, IL 60061
800-289-2237
www.wurthbaersupply.com
Fax: 888-558-2237

Other locations:

West Haven, CT
Elk Grove Village, IL
Indianapolis, IN
Versailles, KY
Livonia, MI
Kansas City, MO

Fenton, MO
Edison, NJ
Pennsauken, NJ
Syracuse, NY
Guilderland Center, NY
Brooklyn Heights, OH

Columbus, OH
Middletown, OH
Bethlehem, PA
Harrisburg, PA
Rumford, RI

What ORSY® Offers You:

1. **An improved, clear organization** of your inventory. All items are clean and in their proper place on the shelf.
2. **Simple inventory control** with your Würth Baer Supply Sales Rep to assist with the re-ordering and stocking process.
3. **Quick access** to the items that are used frequently.
4. **Confidence** that you have the necessary stock to complete a project. The agreed upon items will always be on the shelf. Helps you avoid the costs caused by placing extra orders.
5. **Economy** since extra inventory will quickly be recognized. ORSY® helps keep track of inventory flow and use.
6. **Time-saving & Cost-Savings** in the purchase of new materials and supplies.

This means:

When you partner with Würth Baer Supply to install the ORSY® system, you are taking advantage of our expertise. We will reduce the costs and hassles of managing your inventory needs.

With ORSY®, you will now have a greater ability to focus your efforts on your core business leading you to a path for greater profits! Efficiency, expertise, and a well organized system will really help you build upon what your business does best.