MROGO

	4	<u>I</u>	

CUSTOMER	MANUFACTURER OF EXCAVATOR ATTACHMENTS*
INDUSTRY	CONSTRUCTION MACHINERY MANUFACTURER
SOLUTION	PARKER HYDRAULICS PROGRAM

This company manufactures attachments for a variety of industries. Manufacturing shears, grapples, concrete processors, and specialty attachments are used for scrap processing, primary and secondary demolition, offshore decommissioning, waste recycling and handling, and a variety of other applications.

To get started, work with your MSC sales associate or call 800.645.7270 for more information.

GO SEE

LONG LEAD TIMES **CREATING BACKLOG**



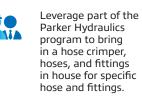
Incumbent hydraulics supplier not effectively managing; long lead times for specific high-pressure hoses and fittings



Backorders up to 18 months leaving product sitting idle on the floor because they could not ship it to their customer

GO**DO**

ENGAGED PARKER HYDRAULICS PROGRAM



CLEARED THE BACKORDERS AND GOT PRODUCT OUT

GO SAVE



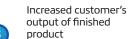
Eliminated product hoses



THE DOOR TO CUSTOMERS



sitting idle waiting for



GO**AGAIN**

EXPAND THE WAYS MSC SERVICES HYDRAULICS NEEDS

Pursuing a plan to install full Parker Hydraulics Program and leverage MSC for all Fluid Connect Group business.

Discuss recommendations or improvements to other areas the operation could use both Class C and MSC solutions.



*While the customer information is confidential, the story and results are real.