



Klein Tools SCO Program Achieves Critical Mass in Record Time

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Pan-Pro L.L.C. of Tinley Park, Illinois, congratulates Klein Tools Inc, of Lincolnshire, Illinois on achieving the fastest ever rollout of Pan-Pro's Supply Channel Optimization (SCO) solution. In less than three months from beginning their program with a Beta site, Klein Tools has implemented over 200 distributor locations, 168 locations in one day!

"We knew our goals for Klein's SCO program are aggressive. Before partnering with Pan-Pro, we did our due diligence, researched other VMI providers, and found that Pan-Pro had a reputation of handling large scale program implementations quickly and economically. This success demonstrates that we have the right long term partner in Pan-Pro, and we are now moving forward to roll out the program with our strategic distributors," said John McDevitt, Executive Vice President at Klein. "Pan-Pro is so much more than basic Vendor Managed Inventory (VMI), or even great optimization software; their reputation and domain expertise add un-measurable value".

"Klein Tools success demonstrates how quickly and economically real results can be achieved with Pan-Pro's SCO. Klein started in May, and already has a critical mass that is positively impacting their channel partners and Klein's sales and profits", said Thomas Kozak, President of Pan-Pro L.L.C. With Pan-Pro, suppliers considering SCO programs need not be hesitant; large scale programs can be implemented quickly, reliably and with an attractive ROI.

"Our goal for working with our channel partners is simple; **grow mutual sales and profits**. Unit sales growth combined with operational cost reductions drives profit performance for our channel partners," said John McDevitt. "Pan-Pro SCO is the cost effective means to this end".

Visit Pan-Pro's website, www.pan-pro.com, to view a brief video containing more of John's comments regarding the impact of SCO and VMI.

Klein Tools, Inc. is a leading manufacturer of professional hand tools and occupational protective equipment. The company's product line includes virtually every major type of hand tool used in construction, electronics, mining, and general industry in addition to the electrical and telecommunications fields. Klein Tools also supplies a line of occupational protective equipment.

To learn about Klein Tools and their SCO program, contact:

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Pan-Pro L.L.C is a leading provider of automated Supply Channel Optimization and replenishment systems for manufacturers operating in industrial/commercial industries. The core value of the Pan-Pro solution is in improving sales via optimal product availability while eliminating costs for the entire supply chain. To learn about Pan-Pro's SCO program, IDO™, VMI and the Pan-Pro Client Community, contact:

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