



## Klein Tools Joins the Pan-Pro VMI Client Community

May 22, 2007

Klein Tools, Inc. of Lincolnshire, Illinois has selected Pan-Pro L.L.C. as its Supply Chain Optimization Partner.

"Klein Tools works to protect and enhance its marketplace position by adding value for our channel partners. In addition to manufacturing the highest quality hand tools the company strives to be an efficient partner. 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, Executive Vice President at Klein.

"We rigorously evaluated several VMI solutions and providers against five criteria critical to Klein Tools: Subject Matter Expertise, Company Culture, Risk, Marketing Support and Total Cost of Ownership. Pan-Pro's VMI system stood out as the clear leader and best fit for Klein Tools in all categories."

"Pan-Pro is recognized by Klein Tools channel partners as the provider of choice for VMI services. The synergy of two recognized leaders working together to bring value to distribution is a powerful combination that supports Klein Tools positioning in the marketplace. Pan-Pro's proven, proprietary, supply channel optimization (SCO) drives end customer sales growth at the lowest total cost. Their embedded analytical capabilities enable quick, effective decision-making on product mix, ensuring customer satisfaction. This new SCO capability is an important addition to the "value stack" that Klein Tools brings to channel partners and end users. In short it's the kind of value that recognized leaders bring to partnerships. McDevitt said.

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:

Klein Tools, P.O. Box 1418, Lincolnshire, IL 60069-1418.

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E-mail: [marketing@kleintools.com](mailto:marketing@kleintools.com)

On the web: [www.kleintools.com](http://www.kleintools.com)

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, VMI and the Pan-Pro Client Community, contact:

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