



**For Immediate Release**

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**ToolsGroup Helps Drive Growth and Business Improvement at ITW**

*Another Leading Lubricant Company Adopts Inventory Optimization*

**BOSTON** — May 8, 2007 – Another major lubricants company has adopted ToolsGroup's inventory optimization software to increase customer service levels and improve inventory turns. After successful ToolsGroup implementations at Castrol, Repsol, and BP – Lubricants, the latest manufacturer to adopt this new technology is Krafft, a division of Illinois Tools Works (NYSE: ITW).

ITW is a diversified manufacturer of highly engineered components, industrial systems and consumables with \$14 billion in annual revenues. The Krafft division is well-known for its lubricants expertise in the automotive sector. Its chemical products are also sold through numerous distribution channels in the automotive, construction and manufacturing industries.

The company's diverse product line and complex logistics network required more than an ERP system—it needed a bolt-on solution to identify and optimize specific inventory needs. Krafft decided on ToolsGroup, a global provider of inventory optimization solutions.

“It was not sustainable to continue using our existing tools if the company wished to maintain both high customer service standards and continued growth,” said Ana Cuesta, Krafft's logistics director. “This is why the company needed to implement an advanced planning system.”

Krafft began working with ToolsGroup to meet demand in its complex product and distribution environment. The company organized its forecasting and inventory management capabilities by product line. A planning professional is responsible for the entire supply chain, from accurate forecasting, to managing finished goods inventories, to production planning, and even provisioning the raw materials.

The implementation took just six months and showed immediate results. ToolsGroup's DPM solution helped ITW increase service levels by 10 percent,

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achieved a 25 percent improvement in inventory turns, and cut slow moving stock by 50 percent. Based on those results, Krafft is planning to expand the use of DPM for stock replenishment at additional warehouses.

“Unlike bulk chemical products, lubricants are sold as individual items, which creates a very diverse line of thousands of SKUs,” said Joseph Shamir, CEO of ToolsGroup. “Having worked with other leaders in the lubricants industry, we understood the challenges these companies face with complicated distribution and logistics networks. Our DPM software strategically places inventory at the right place, delivering near-perfect customer service levels and leaner, more efficient multi-echelon supply chains.”

### **About ToolsGroup**

ToolsGroup optimizes inventory in the finished goods supply chain. Its powerful solutions optimize multi-echelon distribution chain inventory, from finished goods assembly to the end consumer, and from strategic network design to daily operations. Recognized by ARC Advisory group as the top inventory optimization firm, ToolsGroup allows supply chain managers to meet demanding service levels, while reducing inventory and operating costs. With more than 100 customers in 29 countries, it is the most experienced inventory optimization software provider worldwide. For more information on ToolsGroup and its solutions, please visit [www.ToolsGroup.com](http://www.ToolsGroup.com).

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