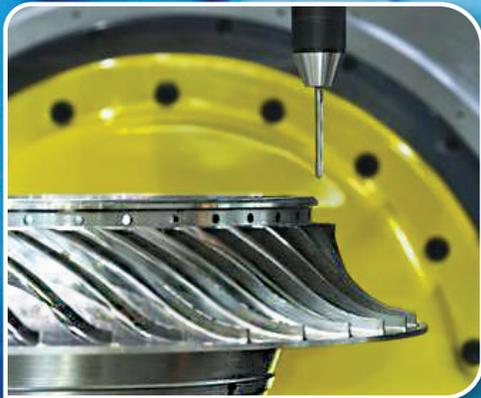


# TRANSFORMING INDUSTRY



INCREASED PRODUCTIVITY

REDUCED OBSOLESCENCE

EMPLOYEE SATISFACTION

VISIBILITY & CONTROL

LEVERAGED SPEND

IMPROVED ROI

LESS DOWN TIME

OSHA COMPLIANCE

LEAN MANUFACTURING

**A&M**  
**INDUSTRIAL**  
PRODUCTS | SERVICES | SOLUTIONS

INCREASED PRODUCTIVITY • REDUCED OBSOLESCENCE • EMPLOYEE SATISFACTION • VISIBILITY & CONTROL • LEVERAGED SPEND • IMPROVED ROI • LESS DOWN TIME • OSHA COMPLIANCE • LEAN MANUFACTURING • INCREASED PRODUCTIVITY • REDUCED OBSOLESCENCE • EMPLOYEE



“ From a small retail hardware store in 1954, my father, Arny Young built A&M into the region’s premier industrial supplier with an entrepreneurial spirit and keen focus on customer service. Today there’s never been a more exciting time to be in the industrial distribution marketplace. A&M is investing in technologies to automate ordering and inventory management. We give our customers a competitive edge by streamlining their procurement processes and driving lean manufacturing. The pace of change is truly remarkable.

*Dad’s legacy lives on in the next generation at A&M, he would sure be proud!”*

– David Young, President

## How We Deliver Value

A&M is evolving in the industrial distribution channel on several fronts. Providing quality products is a given. We service critical industries that count on the very best products available to protect their workers and operate their plants. We source products from leading global manufacturers and serve as their strategic partner in our local markets, which plays to the motto: "Think globally, act locally."

In 2014, A&M opened a state-of-the-art 160,000 sq/ft distribution center in Cranbury NJ. With an advanced ERP and logistics system, we process hundreds of JIT shipments daily with over 98% on-time performance. Our business strategy is to service our customers with a local market presence. Today, our footprint extends throughout the Mid-Atlantic and North-East. Through recent acquisitions of Central Engineering, ITS and Boro Supply, along with organic growth, A&M maintains local offices in Connecticut, Pennsylvania and New Hampshire.



## Our people make the difference

We are proud to say that we've got the best team in industrial distribution, and we utilize a collaborative mind-set in meeting our customers' challenges. We approach customer projects by deploying inter-departmental teams which include on-site technical resources, engineers, industry experts, in-house customer service personnel and process improvement specialists. "We put our knowledge to work for you."



## Taking cost out of the equation

We believe that getting the right product delivered on-time is only part of the equation. That's why our latest investments have been in personnel, equipment & software designed to reduce your TCO (total cost of ownership). Our AiM (Automated Inventory Management) team & VMI (Vendor Managed Inventory) teams are trained to analyze your operations and streamline your processes. Utilizing A&M's technology and automation, leverage spend, gain greater control of your inventory and improve your ROWC (return on working capital) – all with documented cost savings to validate the installation of these programs.

## Market Focused

Our industry specialists are local experts with years of experience in developing customized products, services & solutions for the industries we serve. These include:

- Chemical Processing
- Flavor & Fragrance | Food & Beverage
- Government | Military | Utility Authorities
- Manufacturing | OEM | Machine Shops
- Marine | Transportation
- Petro Chemical | Refining | Terminal Storage
- Pharmaceutical | Biotechnology
- Power Generation | Transmission & Distribution



VENDOR  
MANAGED  
SOLUTIONS

## Maximize ROI by Outsourcing Stockroom Management



Many companies struggle to maintain adequate levels of stockroom inventory resulting

in overstocks and shortages. The AiM program saves you money by effectively outsourcing these functions, freeing up your team to work on more valuable tasks.

AiM can manage, re-organize and setup your stockroom with barcoded locations and identify min and max levels. A&M technicians can maximize your productivity by replacing time-consuming functions that do not yield a return, like;

- Perform regular recounts (weekly, monthly, etc.)
- Place purchase orders for replenishment
- Receive material when it arrives
- Pay for inbound freight and restock the appropriate bins.

### How Does AiM Work

Our technician visits your site on a regular schedule to scan bar codes assigned to each bin and record the count using the AiM app. The app compares the count to the mini and max and generates an order for the optimal fulfillment quantity. The technician returns to stock the items generated from the previous visit, while recounting to generate new items required.

### AiM Stockroom Application (App):

- Available on all Apple products
- Camera scans bar codes
- User enters counts
- App calculates quantity needed and transmits replenishment order to A&M ERP system
- Track history and usage of products by user
- Shows active stock and WIP from A&M warehouse



Stock Management

### AiM Cost Saving Analysis

The chart below highlights potential cost savings with AiM:

- **Number of POs:** With AiM multiple orders are consolidated to the one generated by the AiM technician
- **Freight Charges:** The AiM technician delivers the items with no freight charges
- **Receiving, Restocking & Counting Labor:** Since the AiM technician provides these functions there is significant labor savings

When these savings are annualized, they represent significant savings.

AiM COST SAVING ANALYSIS						
BEFORE AiM				AFTER AiM		
EXPENSE	RATE	USE	COST	USE	COST	SAVINGS
Number of PO's	\$100.00	3	\$300.00	1	\$100.00	\$200.00
Freight Charges	\$10.00	3	\$30.00	0	\$0	\$30.00
Receiving & Restock (Labor)	\$20.00	1	\$20.00	0	\$0	\$20.00
Inventory Cycle Count (Labor)	\$20.00	1	\$20.00	0	\$0	\$20.00
<b>Weekly Expense Total</b>			<b>\$370.00</b>		<b>\$100.00</b>	<b>\$270.00</b>
<b>Annual Expense Total</b>			<b>\$19,240.00</b>		<b>\$5,200.00</b>	<b>\$14,040.00</b>



*Since implementation of A&M's VMI program we have reduced spending on our consumable items. It is very easy to track usage trends by specific inventory items, shift and staff. We used another company for many years, but were very dissatisfied with the service we were receiving. We appreciate A&M's on-time reliability and very competitive prices."*

*Soap Manufacturer  
Operations Manager*

## How AIM Vending Saves Money

The AiM program can also provide further savings by utilizing a vending solution. When there is no accountability for free stock, usage grows and expenses increase. AiM joins forces with you to select the right vending solution to meet your facility needs. Once installed, we maintain the agreed upon stock levels and provide regular usage data by user and item. This customized inventory system will produce savings.



VMI on-site Service

## Vending Program Benefits

- **Control** employee supplies with secure dispensing that provides accountability that can be restricted by product, employee or pre-determined quantity limits
- **Ensure** employee productivity with access to the right amount of supplies, in the right location, and at the right time to have uninterrupted work
- **Track** dispensing of supplies 24/7 with real-time, item-based reporting accessible through web portal
- **Protect** against pilfering of high-end items with secure access
- **Provide** MRO cost-saving opportunities with reductions in inventory





**METALWORKING  
SOLUTIONS**

## Industry Expertise for Machine Shops and Metal Fabricators



Our Cutting & Precision Tools group specialize in the sale and application of high speed steel (HSS) and carbide cutting tools, both solid and indexable, Abrasives, Lubricants and Coolants. We work with your machinists to introduce new tooling geometries/grades and the latest abrasive grains and coolants that increase tool and sump life, and Workholding for precision, performance and productivity.



### Focused on Lean Skills

Today's manufacturing facilities require lean skills and refined manufacturing capabilities to increase productivity and retain a competitive edge in your industry.

The key is using reliable and predictable tooling and sophisticated machines.

### Experienced Team

Our machinery specialists provide you with the manufacturing and metal fabrication machinery that best fits the requirements of the application, and with products from leading manufacturers. Our sales team has decades of industry experience and are always available to answer any questions.



### Premium Brands Increase ROI

Our pledge is to contribute true value to our customers by providing efficient, durable tools for all applications, to reduce cycle times and provide application support at the spindle. Whether its high performing abrasives to last longer and run cooler, an innovative tooling technology or the application-specific lubricant, the A&M Cutting Tool Specialists are a reliable partner.

## Case Study: Drilling a Deep Hole to Specifications

**The Challenge:** A local manufacturer had been struggling with ways to productively manufacture a new product. Every time they worked on drilling a deep hole in a batch of 6 units there would be 50% scrap in the process.

**The Solution:** The A&M team and tooling partner suggested changes in tools and in how they operate the machine: a simplified process, changing the pressure, and changing to a milling chuck rather than a hydraulic chuck.

**The Result:** All scrap was eliminated and increased tolerance of 0.003. Today, it has resulted in a six figure savings for the customer in both labor and materials.



*"We are extremely satisfied with the installation of A&M Industrial's AiM System. This service is both cost effective and fully automated. It has allowed our supervisors to dedicate more time to production related matters versus having to distribute equipment and metal-cutting supplies, while at the same time providing increased accountability and reduced downtime. Our staff can now depend on a system that works, providing immediate access and availability of equipment to complete their work tasks safely and effectively"*

**Environmental, Safety & HR Manager**  
**Manufacturer of pipes and tubing products**

**ABRASIVE PRODUCTS:** Bonded, Coated, Plated, Lapping/Media

**COOLANTS/LUBRICANTS**

**HIGH-PERFORMANCE CUTTING TOOLS:** Precision Tools, Workholding Tools





**SAFETY SOLUTIONS**

## Service, Training and Products

### Customized Approach

A&M Safety Specialist team takes a consultative approach to help you better protect your workforce and create a safety conscious work environment. With over 50+ years in the safety industry, our QSSP Certified Safety Specialists partner with you to identify service, training and product solutions to keep you and your employees safe and in compliance with OSHA and all regulatory standards. Partnering with manufacturers who take pride in bringing innovative, best in the business safety solutions is key to our product line and recommendations.

Performing safety audits, inspections and evaluations ensure that A&M can provide detailed reports that recommend the correct products, services and repairs to meet your safety requirements. Safety Specialists work with your team to design a program to help you avoid the most common OSHA violations.

### Top 10 OSHA Violations:

- Fall Protection - General
- Fall Protection - Training
- Hazard Communications
- Scaffolding
- Respiratory Protection
- Lockout/Tagout
- Ladders
- Powered Industrial Trucks
- Machine Guarding
- Eye and Face Protection



### Safety Trainings

A&M believes continuing education is the foundation of our safety culture. The Safety Team and manufacturing partners collaborate to regularly conduct safety trainings at your worksite, in classrooms or at the manufacturers facility. We coordinate interactive events that feature educational

classes focused on critical industry topics, while you learn specifics about demonstrated products that are available to hold and use.

## Redefining Safety Service

A&M Safety Services offers convenient on site and in-house repair, product sales, training, rentals and service for fall protection, gas detection, supplied air, and SCBA's (Self-Contained Breathing Apparatus.) As a MSA Authorized Service Center we help ensure your safety as we provide certified technicians for portable gas detection and breathing apparatus.



### Compliance Services: Inspections and Testing

Our onsite and in-house inspections & flow tests are performed

using the Posi-Chek® dynamic test device. This verifies that a breathing apparatus operates within current NIOSH standards. Air cascade delivery systems are available in various configurations.



MSA Gas Detector

All units are supported by inspection, calibration and test result documentation. Six-cylinder pod units are delivered with our knuckle boom crane truck. Respirator Fit Tests use the OSHA accepted, NFPA compliant OHD® Quantifit® system. The controlled negative pressure technology provides the highest reliability and fastest results with a quantitative record.

## Workplace Ergonomics

A systematic ergonomics improvement process reduces risk factors and fatigue that lead to musculoskeletal injuries and allows for improved human performance and productivity.

We partner with onsite corporate safety and facilities professionals to provide customized solutions in:

- Comprehensive workstation evaluations
- Workstation upgrade recommendations
- Ergonomic Lunch & Learn Training sessions available
- Comprehensive training and education for installed products upon request



Electric Height Adjustable Desk

## Consultative Safety Evaluation

A&M provides comprehensive safety programs for Training, Inspections and Audits:

Electrical Safety	Slips, Trips and Falls	Health, Hygiene & PPE	Employee Field Safety
Arc Flash	Fall Arrest	Ergonomics	Confined Space
Lock/Tag Out Control Hazardous Energy	Lock/Tag Out Control	Eye Protection/ Eye Wash Stations	Respiratory Protection & Fit Testing, Mask Repair
Signage & Identification	Matting	Clothing (Fire Retardant, Arc Flash, etc.)	SCBA Inspection/Repair
Thermal Imaging	Sling & Hoist	Hand Protection/ Hygiene	Traffic Control
	Sorbents	First Aid	Gas Detection/ Calibration & Repair
		Hearing Conservation	Flammable Storage

### For Workers:

Ergonomic Workstations, Protective Clothing, Respiratory Protection, and Fall Arrest

### For The Worksite:

Lighting, Gas Detection Meters, Flammable Storage, Safety Showers/Eye Wash, Matting, Sorbents, Signage and Traffic Control





## MATERIAL HANDLING & STORAGE SOLUTIONS

### Application Assessment to Logistics

Our seasoned team evaluate the workplace environment to make application—specific product recommendations with many products meeting or exceeding ANSI or CE standards. We manage the logistics for all domestic and foreign deliveries to ensure your peace of mind.



Vertical Lift Drum Pourer

### Saving Space and Expense

Instead of building an addition onto your existing building or warehouse, choose high density storage and optimize your investment.



### Custom CAD Drawing

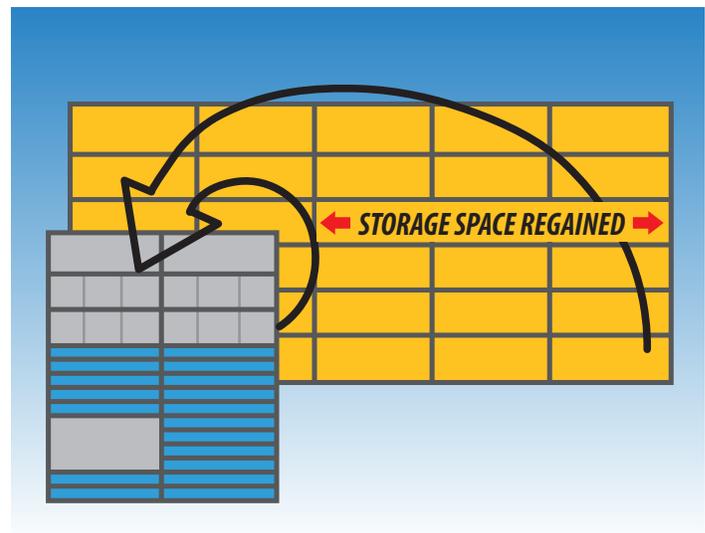
You receive customized CAD drawings to identify flow, plan and elevations that meet your unique specifications. We can perform site surveys of parts rooms, tool cribs, stockrooms and warehouse facilities. We look to provide the best possible workspace utilization solutions for our clients.



### Creating Lean Storage Space

A&M designs and installs safe, ergonomic storage systems to meet OSHA standards, improve loss prevention and increase operational efficiency. Our mission is to maximize your space, dramatically improve storeroom efficiency and provide a safe working environment.

A lean approach focuses on the elimination of wasted employee motion, excessive inventories, unnecessary transportation, material waste. Save space by converting 5 units into 2.

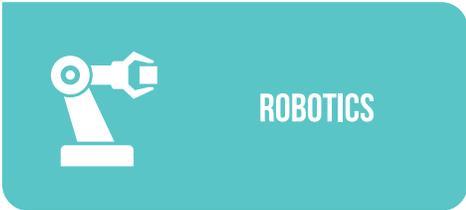


**Material Handling:**

Castors, Lifts, Loaders, Stackers, Pallet Jacks, Drum Pourers, Drum Rotators, Drums, Pumps

**Storage Solutions:**

Bins, Cantilever Racks, Carts, Customized Mezzanine Systems, Guard Houses/Building Solutions, Metal Lockers, Modular Draw Cabinets, Pallet Racks, Platforms, Office Furniture, Shelving, Storage Cabinets



**Build a More Cost Effective & Sustainable Operation**

We proudly distribute the full line of Effidence Robotic Logistic Solutions, and can partner with you to find the right automated technology for your facility. With options ranging from compact material transport robots to large-scale robotized tuggers and pallet stackers, we can provide solutions that will streamline your operations and logistics.

**EffiBOT XS (AMR)**

- fully autonomous
- 360°sensor architecture
- 660 lb. load capacity
- small footprint & most compact in series



**EffiBOT (AMR)**

- follow me and autonomous mode
- 360°sensor architecture
- advanced navigation
- 660 lb. load capacity
- 1,100 lb. tow capacity
- indoor/outdoor IP54 protection



**EffiBOT-T Tugger**

- follow me and autonomous mode
- 360°sensor architecture
- advanced navigation
- 5 ton tow capacity



**EffiBOT-P Stacker**

- follow me and autonomous mode
- 360°sensor architecture
- advanced navigation
- 2,900 lb. load & lift capacity
- 11.5' autonomous picking height capacity





## PROCESS SOLUTIONS

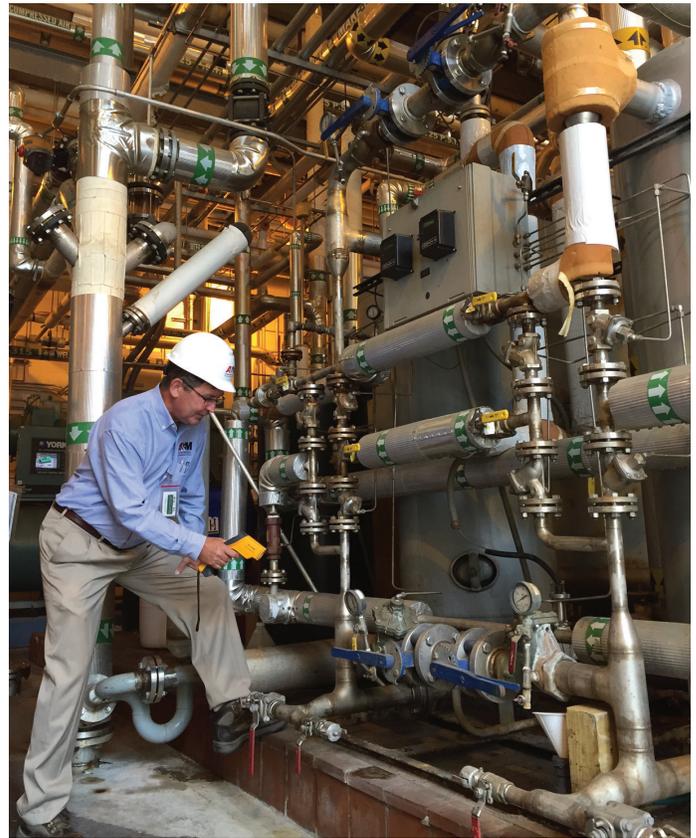
A&M is a leading supplier for premier manufacturers serving the process industry. The Process Systems team is backed by an extensive inventory of steam process equipment, flow control, valve automation, instrumentation, sensors, custom hoses and ancillary items. Our partner manufacturers are the best in the industry—based on their performance, quality and cost-effective solutions.

### Solutions for Process Piping and Critical Applications

- Steam Trap Surveys , Condensate System Audits, Steam Process Heating, and HVAC Audits
- Valves and Automation Packages
- Process Piping Systems
- Instrumentation
- Pressure and Temperature Measurements
- Safety Relief Valves and Rupture Discs
- Gate, Globe, Ball, Butterfly, Plug, Cryogenic, High Pressure, Metal Seated, High Performance Valves
- Fugitive Emission Valves, Chlorine Valves, High Cycle, Fire-Rated, Multi-port Directional Valves
- Sanitary Valves and Piping
- Fail-Safe Electric Actuators
- Custom Hoses and Assemblies



Valve Inventory



Steam System Audit

### Steam Trap Surveys

- Save valuable energy dollars by identifying failed steam traps with a Steam Trap survey
- Creates a complete inventory of all your traps so you can manage operation and materials
- Can eliminate costly and dangerous water hammer

### Condensate System Audits / Surveys

- Save valuable energy, water and chemical treatment dollars by maximizing efficiency of your condensate return system
- Can eliminate costly and dangerous water hammer
- Improve boiler efficiency and life cycle

### Steam Process Heating and HVAC Efficiency Evaluations / Audits

- Can improve Batch process heat up / startup times
- Improve Process throughput rates and control
- Improve process / heating equipment life cycles by eliminating routine water hammer

### Education and Training

- We can provide your personnel with training seminars from short 1 hour programs to full day or multi day programs

## Valve and Automation

**Valves:** Safety relief valves and Rupture discs, Gate, Globe, Ball, Butterfly, Plug, Cryogenic, High Pressure, Metal Seated, High Performance, Fugitive Emission, Chlorine, High-Cycle, Fire-Rated, Multi-Port Directional

**Actuators:** Fail-safe Electric  
**Process Piping Systems**



No matter what you need to operate your facility, A&M provides one-stop shopping for all your general Mill Supply and MRO product needs. A&M stocks and delivers both domestic and globally recognized name brands. At A&M Industrial, we strive to present our clients with quality products from industry-leading manufacturers, value-added technical services, and innovative inventory management solutions.

### CLEANERS, PAINT, & CHEMICALS

- Adhesives
- Greases, Oils, Lubricants
- Cleaners
- Sorbents
- Corrosion Inhibitors
- Spray/Industrial Paints/Coatings
- Food/Industrial Grade Degreasers
- Jan/San

### INDUSTRIAL SUPPLIES

- Brushes, Brooms, Shovels
- Non-Sparking Tools
- Demolition Tools
- Power Tools
- Pumps, Generators
- Hand & Power Tools
- Shop vacs
- Ladders
- Tool Boxes
- Lifting
- Traffic Control
- Mason Tools

### GENERAL HARDWARE

- Anchors, Fasteners, Shims
- Signage, Labels
- Steel Stamps





PROCESS SOLUTIONS

## A Full-Service Hose Operation Means Fast Turnaround Time

Our in-house, certified hose shop is a comprehensive operation that stocks a complete line of rubber, composite, sanitary, stainless steel, hydraulic and



industrial hose. We also supply fittings, accessories and expansion joints. Our Hose Specialist conduct product research to recommend the right product for the application.

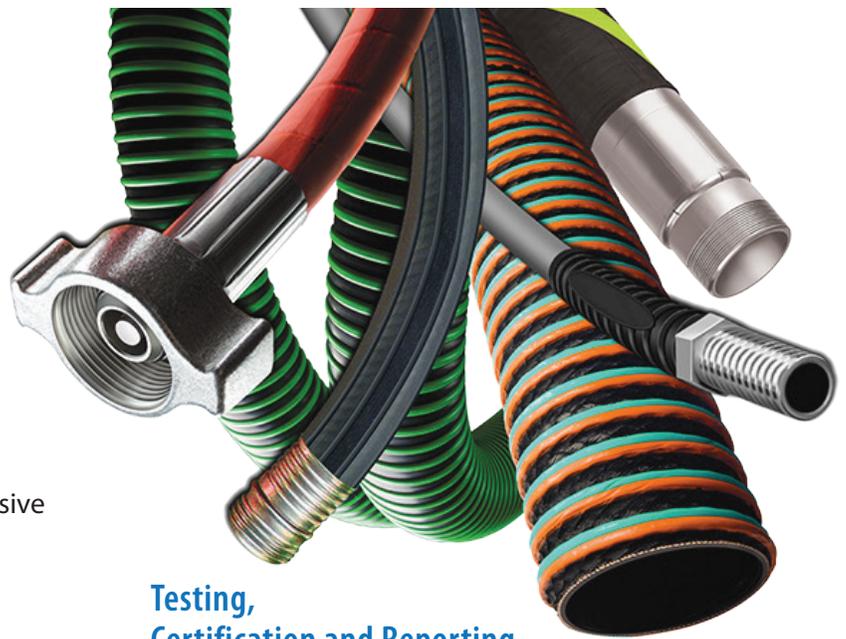
## Fabrication Shop

We fabricate custom-made industrial and hydraulic hose while you wait, or are available for pick-up/delivery. We are skilled in servicing a myriad of hose and coupling systems requirements to meet NAHAD industry standards. Our



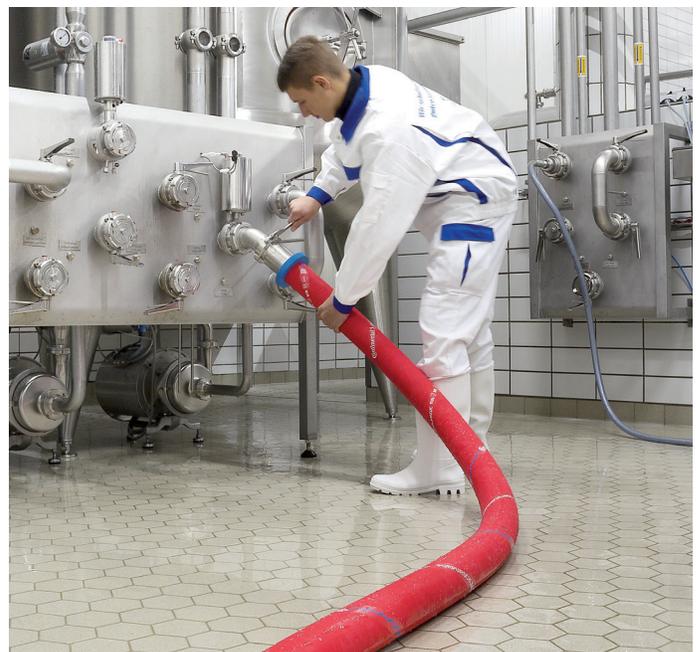
services include tagging, banding, crimping and swaging of all types of hose, as well as offering test certification for all of our custom

fabricated industrial and hydraulic hose assemblies. The extensive inventory of cam and groove fittings, quick-disconnects, dry disconnects and Bauer fittings to restore fluid processing.



## Testing, Certification and Reporting

In addition to stocking quality products, we also provide hydrostatic hose testing services and Hose Safety Seminars. The Rubber Manufacturers Association (RMA) recognizes, accepts, and recommends the ASTM method of testing. Unless otherwise specified, all hose tests will be conducted in accordance to ASTM method number D-380. We offer test certification for all of our custom fabricated industrial hose. Hydrostatic hose testing is available in destructive testing for Burst Testing and Hold Testing and for non-destructive. Quality fabrication and certification reduces risk uncertainty.



Our Hose team have received certifications from the Hose Safety Institute, Eaton Hydraulics Training, and Dixon Valve & Coupling School. With A&M, you can rest assured that we consistently deliver safe, correctly fabricated product that meets the highest quality standards.

## Determining Hose Specifications: S.T.A.M.P.E.D.

<b>S</b> ize:	I.D. and length including fittings, O.D. constraints if existing
<b>T</b> emperature:	Average, min, and max temperatures of environment and material
<b>A</b> pplication:	Indoor or outdoor, external conditions (abrasion, salt water, acid), frequency of use
<b>M</b> aterial:	Material being conveyed, state (solid, liquid, gas), concentration, SDS if available, velocity / flow rate
<b>P</b> ressure:	Pressure on assembly, temperature and vacuum considerations
<b>E</b> nds:	Style, type, attachment methods, conductivity requirements
<b>D</b> elivery:	Testing, certification, packaging, and delivery requirements

### HOSE PRODUCTS

Air, Composite, Chemical, Ducting, Hydraulic, Industrial, Material Handling, Meta, PVC, Petroleum, Sanitary, Steam Stainless Steel, Water

### EXPANSION JOINTS

### FITTINGS & RELATED PRODUCTS

### PUMPS





**Corporate Headquarters  
& Sales Office**

37 West Cherry Street,  
PO Box 1044  
Rahway, NJ 07065  
800-864-2660  
sales@am-ind.com

**Hose Fabrication Shop**

322 Half Acre Road  
Cranbury, NJ 08512  
800-864-2660

**New Hampshire Regional Office**

10 Technology Drive, Unit 2B  
West Lebanon, NH 03784  
800-225-6711

**Safety Services Division**

22B Cragwood Road  
Avenel, NJ 07001  
800-610-5600

**Northern NJ Regional Office**

2-21 Banta Place  
Fair Lawn, NJ 07410  
800-622-1363

**Pennsylvania Regional Office**

411 Main Street, Suite 100B  
Stroudsburg, PA 18360  
855-207-0400

**Regional Distribution Center**

322 Cranbury-Half Acre Road  
Cranbury, NJ 08512  
800-864-2660

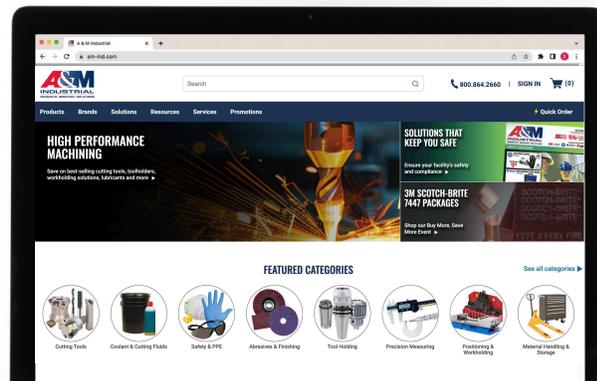
**Connecticut Regional Office**

34 Industrial Park Place, Suite 3A  
Middletown, CT 06457  
800-771-1233

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