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## **Effective September 1, 2008, J&L Industrial Supply Becomes MSC/J&L Metalworking**

### **For Immediate Release**

Melville, New York. (August 19, 2008). On September 1, 2008, J&L Industrial Supply will become MSC/J&L Metalworking.

When asked about the combined metalworking business, David Sandler, President and CEO, stated, "When MSC acquired J&L just over two years ago, our goal was to combine the best practices of both company's metalworking businesses to create the leading metalworking resource. We focused on helping our metalworking customers become competitive by giving them a broader product selection, more technical support and expertise, and saving them money by making it more efficient and cost effective to do business with us. The transition has truly been a concerted effort by the Associates of both companies and we're confident that all of our goals have been met and that our metalworking customers will find MSC/J&L Metalworking to be the industry's leading metalworking resource."

Effective with the launch of MSC/J&L Metalworking on September 1, customers will have the benefit of the following:

- The ability to purchase all metalworking products and MRO products with a single order, invoice, and shipment.
- Next day delivery on all qualifying orders in the continental United States placed by 8:00 p.m. ET.
- Access to the industry's largest Tech Support Team. Tech Support specialists have an average of over 20 years of metalworking experience, helping ensure they can provide customized metalworking solutions.
- The largest metalworking focused sales team in the U.S., who will help customers find effective and efficient solutions for ordering and inventory management by using MSC/J&L's unique VMI (Vendor Managed Inventory), CMI (Customer Managed Inventory), and CAP (Customer Advantage Program) systems.
- The largest inventory in the industry with a total on hand, in stock inventory of over \$330

million, with \$180 million of metalworking inventory. This allows for a smoother, faster supply chain with more total control and a 99% same day order fulfillment rate.

- An enhanced website that makes it easier and faster for metalworking customers to find the products they need, place an order, and confirm order status. The new "Express Checkout" feature will allow metalworking customers to place orders with only half the steps.

When asked what he sees as the major benefits of the new, combined MSC/J&L Metalworking, Tom Cox, Executive V.P. of Sales, stated, "Customers have always told us that what is most important to them is that it is easy to find the products they need and that they get what they want, delivered accurately and on time, at a competitive price. With the large expansion of our product offering, breadth of quality brands, and overall superior fill rates, we have strengthened even more our ability to meet these needs than in the past! With access to over 500,000 products, we will offer the most complete product resource in the industry. In addition, our advanced technical support team is ready to assist our customers with their most advanced application questions. Lastly, the greater efficiency of combined ordering and shipping and our inventory control programs will help give our customers a cost advantage. We believe that in all areas, the customer experience with MSC/J&L Metalworking will be the best in the industry."

For more information on MSC/J&L Metalworking, go to [www.msclmetalworking.com](http://www.msclmetalworking.com).

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