

INVENTORY COLLABORATION HUB MAKES CUSTOMER INVENTORY TRANSPARENT

Trelleborg Sealing Solutions, a leading global supplier of precision seals for the industrial, aerospace and automotive markets, has been supplying Robert Bosch North America (RBNA) with automotive sealing solutions for approximately 18 years. As a supplier to the Bosch Charleston and Anderson, S.C., facilities, Trelleborg is responsible for timely and accurate material shipments to each location on a daily basis.

Robert Bosch North America (RBNA) approached Trelleborg's North Charleston, S.C., facility in early 2004 to utilize the SupplyOn Inventory Collaboration (IC) platform, and support the Bosch Production System (BPS) project at Charleston, S.C. The SupplyOn IC project allows Trelleborg to view and plan inventory and parts requirements at the RBNA manufacturing facilities. The IC module provides stock-on-hand and daily shipment quantities that Trelleborg uses when planning shipments. This data not only streamlines Trelleborg's shipments with RBNA's requirements, but also eliminates daily phone calls and improves under and over shipments to stay in line with production schedules. In 2006, the Trelleborg South Carolina facility also began using the IC module with SupplyOn's customer, Continental Automotive Systems, at its Morganton, N. C., facility.

"With the SupplyOn IC application, we now have access to our customer's stock-on-hand and can see inventory levels and their part requirements on a daily basis," said Vickie Ballard, senior customer service representative for Trelleborg Sealing Solutions responsible for the RBNA account. "The program alerts us when inventory levels fall below a specified quantity level, and informs us of the items needed and the amount to ship."

Prior to the implementation of SupplyOn IC, Trelleborg's customer service representatives were responsible for calculating the quantity to ship based on weekly releases and daily phone calls. Keeping up with ever changing planning schedules became a task that consumed the Trelleborg customer service representatives' time. Now, with IC, stock level data and requirements

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are displayed through an Internet-based Web screen providing daily stock-on-hand quantities and a calculated shipment value based on consumption at the Robert Bosch plants. IC provides online and e-mail alerts that automatically inform Trelleborg when "Below Min" and "Out of Stock" conditions are met, eliminating the emergency phone call from the Robert Bosch planner to ensure parts are supplied and delivered on a Just In Time schedule. "Advanced Ship Notices" are also available through IC providing the Robert Bosch planner visibility of in-transit material and estimated time of arrival at the Bosch locations.

Implementation of SupplyOn's IC platform at Trelleborg's North Charleston, S.C., facility began in 2005 with online Web-based training followed by a brief tutorial of the program. In a matter of days, Trelleborg was online and collaborating with Robert Bosch to more efficiently manage inventory levels. The benefit of the online system was immediately realized.

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to use and the implementation of the IC program at our facility was seamless. The SupplyOn North America team provided superior customer support during the implementation phase and remains diligent in responding to our questions. It would be great if more of our customers requested us to use SupplyOn applications," added Ballard.

Trelleborg also uses other SupplyOn online collaborative modules, including SupplyOn Sourcing and Document Manager with Siemens VDO and Performance Monitor with Robert Bosch.



About Trelleborg

Trelleborg is a global industrial group whose leading positions are based on advanced polymer technology and in-depth applications know-how. Trelleborg develops high-performance solutions that seal, damp and protect in demanding industrial environments. The Trelleborg Group had annual sales in 2006 of approximately SEK 27 billion, with about 24,000 employees in 40 countries. The Group comprises four business areas: Trelleborg Engineered Systems, Trelleborg Automotive, Trelleborg Sealing Solutions and Trelleborg Wheel Systems. The Trelleborg share has been listed on the Stockholm Stock Exchange since 1964 and is listed on the OMX Nordic List, large cap. For more information, visit: www.trelleborg.com

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