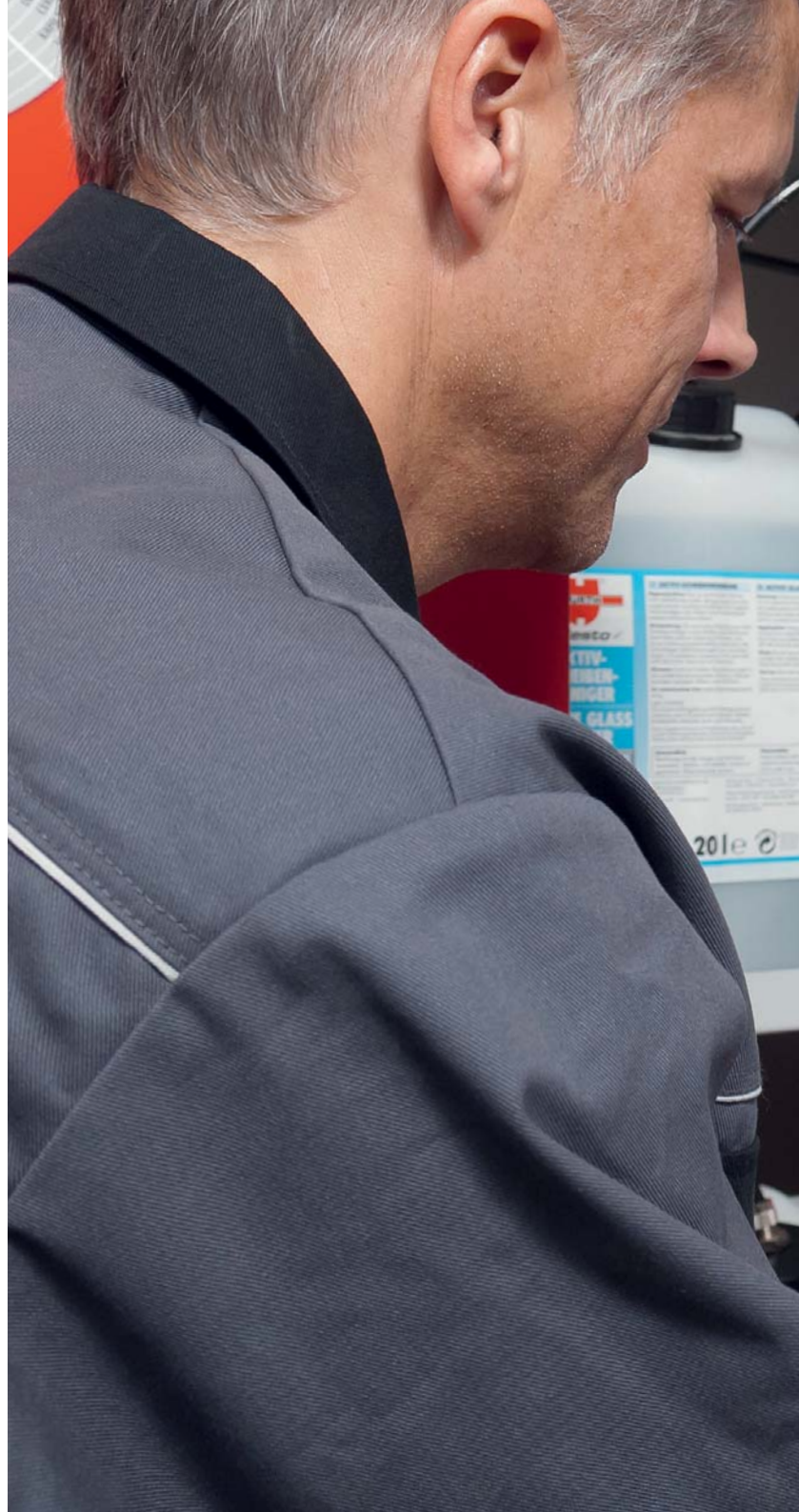


**INTERNATIONAL ISI!! HAZARDOUS
SUBSTANCE MANAGEMENT**

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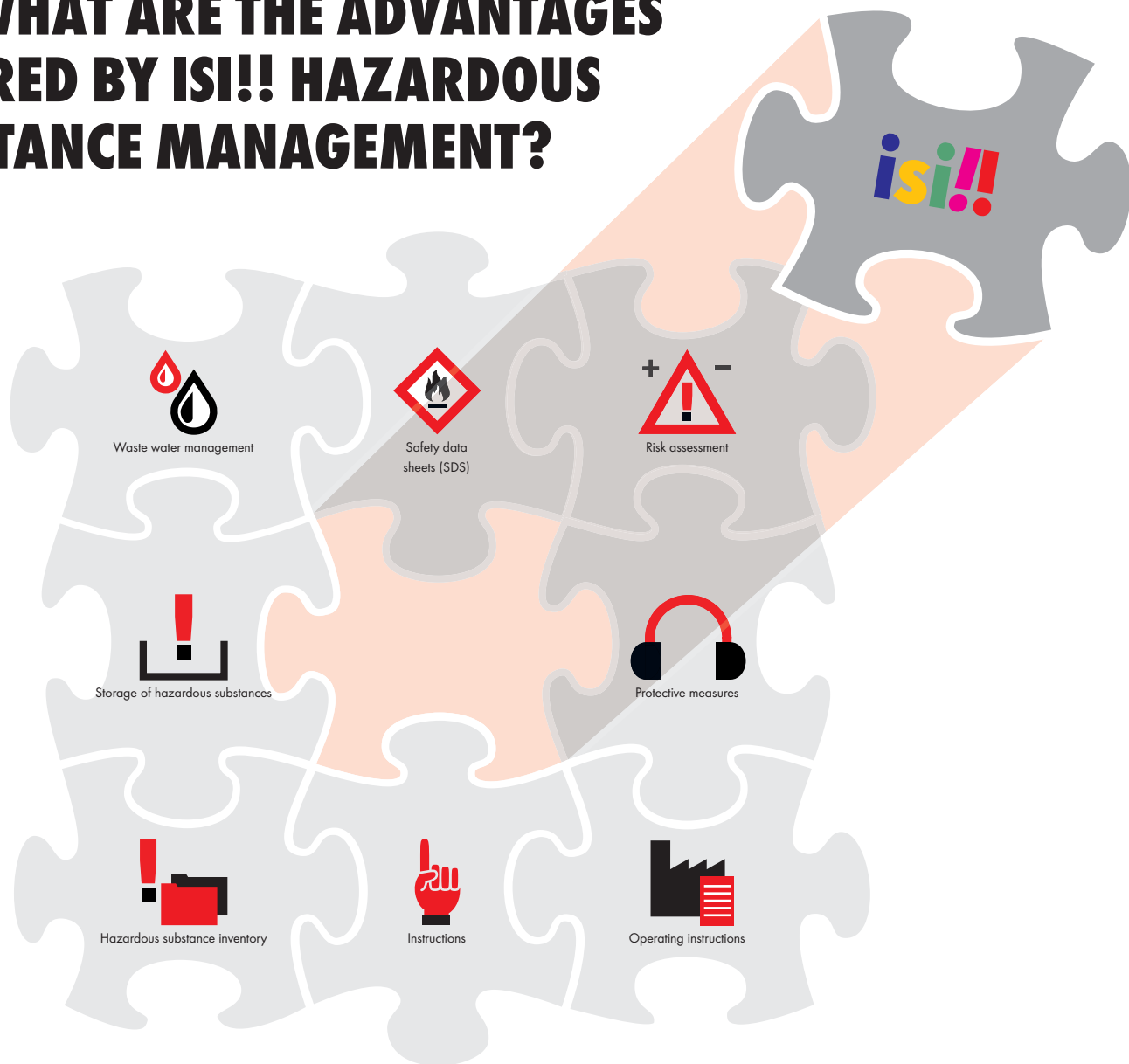


1.0 WHY ENGAGE IN HAZARDOUS SUBSTANCE MANAGEMENT?

The large number of chemical products used by companies today requires detailed specialist knowledge of the regulations governing the respective applications as well as the provision and storage of hazardous substances. In order to reduce these efforts, Adolf Würth GmbH & Co. KG offers their customers an innovative, web-based service called isi! Hazardous Substance Management.

A number of duties for companies handling hazardous substances have been laid down in the German Hazardous Substances Ordinance in order to reduce the risks for employees and the environment.

2.0 WHAT ARE THE ADVANTAGES OFFERED BY ISI!! HAZARDOUS SUBSTANCE MANAGEMENT?



2.1 Overview of modules and functions

Safety data sheets (SDS):

Safety data sheets are automatically updated on a daily basis. Once per month, the users receive an email informing them about changes to safety data sheets. In isi!! Hazardous Substance Management, such changes are indicated by a special symbol next to the product.

Risk assessment / Protective measures:

Work-related assessments according to the German Hazardous Substances Ordinance can be made with the help of prepared checklists. "The employer may only allow the handling of hazardous substances if a **risk assessment** has been made and the required **protective measures** have been taken." This includes, among others, hand, eye, ear and breathing protection. We can offer and sell these articles to the customers.

Operating instructions:

Editable operating instruction templates for Würth chemical products are available. The operating instructions detail the proper handling of the hazardous substances used as well as specify required protective measures and modes of behavior.

Briefings:

isi!! Hazardous Substance Management offers the opportunity to manage briefing measures for employees and to guarantee the regular briefing of employees thanks to automatic reminders. In order to make the briefing sessions more interesting, additional educational films are available. Furthermore, we provide an editable template of a briefing confirmation.

Hazardous substance inventory:

Hazardous substance inventories relating to specific work areas are drawn up automatically and can be managed online. The hazardous substance inventory aims at providing an overview of the hazardous substances produced or used at the company.

The following information is included:

- Description and article number of the hazardous material
- Labeling (hazardous substance pictograms, H statements, P statements, water hazard class and storage class)
- Quantity data
- Description of work areas where employees may come into contact with hazardous substances

Storage of hazardous substances:

When storing hazardous substances, a great number of regulations must be adhered to, for instance as regards the common storage of chemical articles, storage quantities, storage locations, storage possibilities etc. We can offer our customers safety cabinets for the storage of chemicals, drain pans and many more products from our range.

Waste water management:

The use of light fluid separator in the automobile sector is subject to EN 858 and DIN 1999-100/101. In cooperation with BAUFELD-OEL GmbH, we offer an "all-round carefree package" to make sure our customers are on the safe side in terms of legal requirements.

2.2 Advanced features

Work areas:

isi!! Hazardous Substance Management allows the users to create their own work areas (e.g. paint shop, workshop, production,...) to assign and administer the chemical products used.

Order history:

isi!! Hazardous Substance Management facilitates the search for products thanks to the data import of the chemical products purchased from Würth at the click of a mouse.

Third-party products:

Easy and fast entry of chemical products that are not purchased from Würth. In addition, accompanying documents such as safety data sheets, operating instructions, approvals, technical data sheets etc. can be uploaded.

3.0 WHAT ARE THE BENEFITS FOR WÜRTH CUSTOMERS?

Thanks to this integrated solution, Würth customers can make sure to comply with legal requirements, minimize potential dangers and only use such products and systems that meet the highest demands with regard to user safety and environmental protection.

- Active support including practical information on the lawful handling of chemical-technical products.
- Reduced administrative efforts
- Reduction of suppliers
- Cost-reduction thanks to efficient processes
- Focus on the core business
- E-commerce app

4.0 WHICH REQUIREMENTS MUST BE MET?

4.1 General remarks

Before introducing isi!, each national Würth company should establish the legal situation as regards the handling of chemical products in their country to be able to specify which modules are needed for their handling of hazardous substances and whether new modules/functions are required. Furthermore, the contents must be translated into the local language.

4.2 Personnel

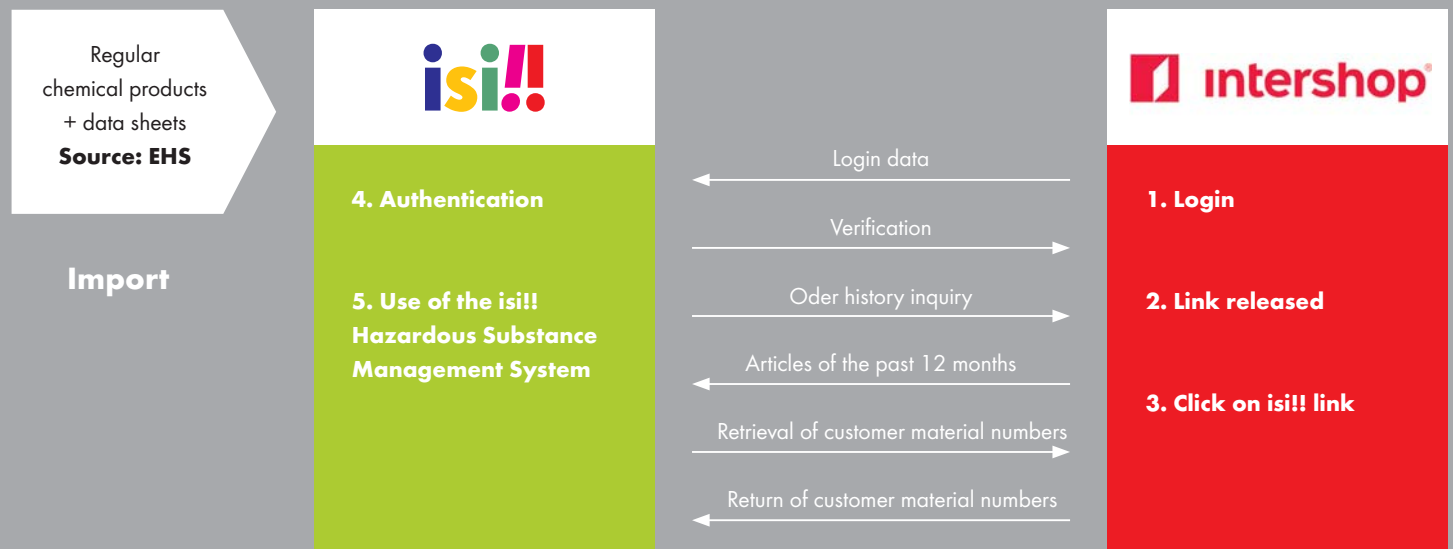
We know from experience that it is sensible to hire a full-time employee with the following skills:

- Completed technical or commercial training
- Chemical-technical knowledge
- Solid technical understanding
- Confident appearance
- High degree of mobility and flexibility



4.3 IT infrastructure

SYSTEM REQUIREMENTS





SAP WS1

Customer information

isi!! label

Statistics

Articles of the past 12 months

Retrieval of customer material numbers

Return of customer material numbers

5.0 COSTS?

isi!! Hazardous Substance Management is part of the Würth e-services package 3 and can be booked separately via Würth IT GmbH for EUR 6,460.00 per year. This does not include a one-time service fee to W-IT in the amount of € 9,000.00.

Additional programming and the preparation of country-specific documents must be ordered separately from Würth IT and are invoiced at cost.

Würth IT will coordinate such cases with the specialist department of AW KG.

6.0 MARKETING AND TRAINING

In order to present isi! Hazardous Substance Management at customer appointments, events or sales training sessions, Würth Germany offers a selection of marketing documents in German. If required, you can order these documents or download them as graphic data from the media library at www.wuerth-database.com.

Besides the marketing documents, PowerPoint presentations, operating instructions or live demonstrations are suitable means to practice the handling of the tool. We know from experience that a briefing by phone is furthermore advisable.



Hazardous substance management folder to file the documents



Roll-ups for trade shows and customer events



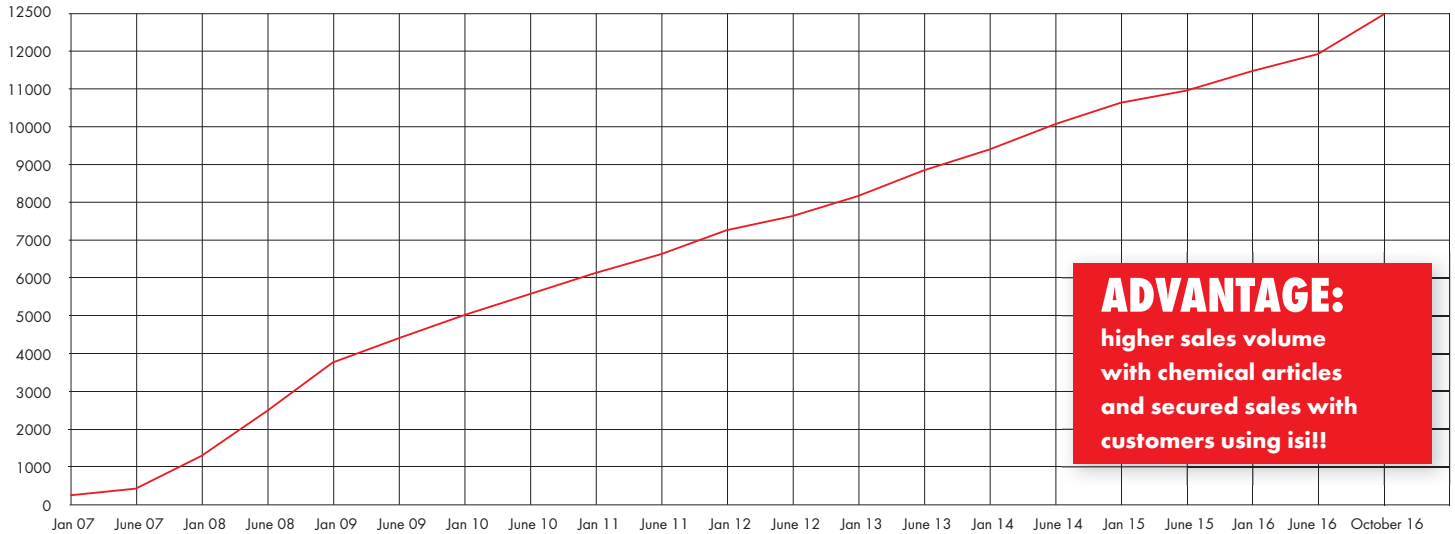
Brochure



Flyer/ad

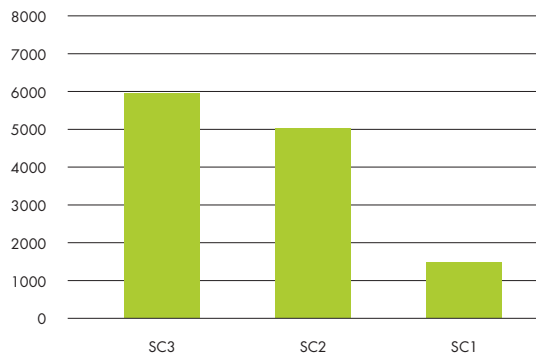
7.0 CUSTOMER DEVELOPMENT AT WÜRTH GERMANY

Development of isi! customers
January 2007 – October 2016

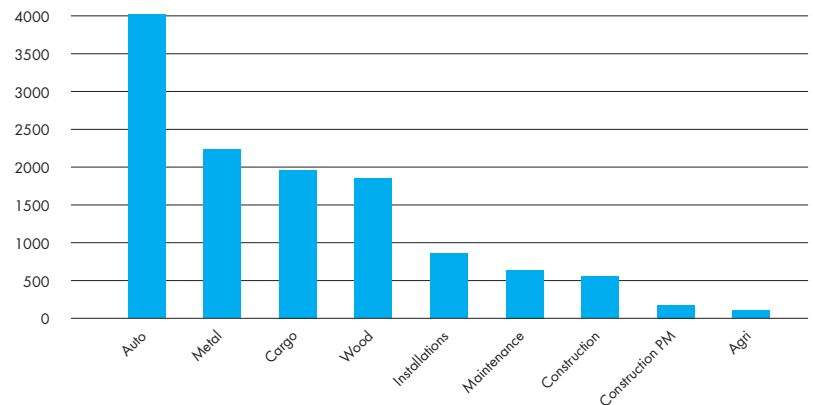


ADVANTAGE:
higher sales volume
with chemical articles
and secured sales with
customers using isi!

Distribution of isi! customers by sales
channels (as of: 31/10/2016)



Distribution of isi! customers by divisions
(as of: 31/10/2016)



8.0 CONTACTS



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Responsible for the content:
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Editor:
Abt. PCG/Antonio Sirufo
Final editing:
Abt. MWC/Jörg Rathfelder
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MWC-L00546-ZPPD-07/16