



VEND SAFETY
CONTROLLED DISPENSING

AUTO BODY SPECIALTIES

TESTIMONIAL

Delivering quality products and services to customers through the use of dispensing machines and lockers.

AUTO
BODY
SPECIALTIES

OVERVIEW



Secured More Customers

Utilizing an innovative way to track and manage product and supply usage has enabled ABS to secure more customers.



Increased Accountability

ABS customers can easily track who is accessing products and how much they are accessing.



Decreased Costs

Because of an increase in accountability, fewer supplies were being misplaced. This led to a decrease in costs for a lot of the equipment.

About Auto Body Specialties

Located in Sioux Falls, South Dakota, Auto Body Specialties (ABS) is a complete Paint, Body and Equipment supplier, specializing in budget-saving supplies to the highest regarded products on the market.



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CHALLENGES

For over 70 years, Auto Body Specialties (ABS) has provided its customers across the Midwest, including many collision repair centers with quality paint, body and equipment products. ABS customers were looking for a more efficient way to manage and track utilization of high-value products such as paint, body and other automotive repair equipment.

01

Abundance of Supply Waste

ABS customers recognized more product than what was actually needed for jobs was being taken resulting in excess product waste.

02

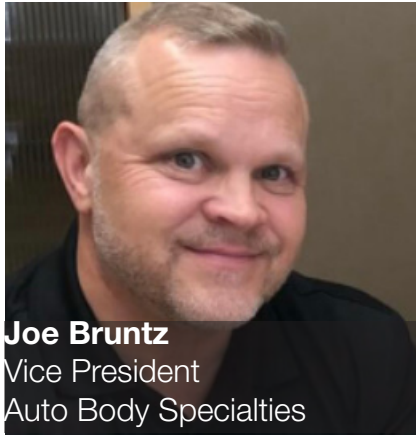
Potential Loss of Customers

Many ABS customers were familiar with the use supply dispensers and lockers for inventory tracking in other manufacturing and industrial facilities.

03

A Growing Need for Easy Supply Access

Prior to implementation, individual members took inventory on products and place an order based on how they thought the station should be stocked.



Joe Bruntz
Vice President
Auto Body Specialties

"In our industrial market, where we saw a lot of customers using dispensing machines for inventory management, we really needed a solution to compete with that approach," said Joe Bruntz, Vice President of ABS. "We were losing business by not having a smart, automated inventory management solution. I reached out to IDS and asked if that is something they could provide, and fortunately for us, they were able to."

THE PROCESS

Before ABS places a supply dispenser or locker at a customer's facility, they consider the ROI projections.

"We pencil it out to understand the anticipated break even time frame and then how long to see a profit of having a machine on site. In many facilities, it is absolutely amazing to see just how quickly the equipment cost justifies itself," said Bruntz.

While ABS customers benefit from reducing costs by supply usage, ABS benefits by ensuring customers are only utilizing ABS products in its inventory management solution. This typically provides ABS with a larger share of the customer's business than prior to the inventory management solution being implemented.

Bruntz said, "We give our customers peace of mind that we will stock and manage the machines. It is a complete hands-off solution for them. In turn, customers agree to only utilize products sold through ABS in the machines."



One of the biggest issues ABS would hear from customers about was the abundance of supply waste. Through iQ Technology, the brain behind the VendSafety system, users are able to pull a number of reports on each machine. This includes tracking who is accessing supplies and the quantity they are accessing. From there, they can put restrictions

on supplies if someone is accessing too many in a short amount of time. This helps reduce supply wasted within their organization.

THE RESULT

Dispensing machines and lockers have become an important differentiator as ABS secures new business.

"Most of our equipment is lockers. Lockers just make the most sense for our customers and the type of products and supplies they utilize. We look forward to expanding the program with other equipment product offerings in the near future and have full confidence IDS will help us determine what makes sense for our business model and that of our customers," said Bruntz.



ABS has full visibility over inventory usage, keeping employees accountable and avoiding hoarding and stock outs. This provides a better understanding of re-ordering needs.



ABS has helped customers reduce the cost of their products by being able to track product usage and distribution among employees within their customers' organizations.



ABS has built relationships with customers through dispensing machines by ensuring that customers are selling solely ABS products through the machines.

Bruntz said, "Our competitors may sell similar products, but our customers like the fact that we also provide an inventory management component through dispensing equipment. This enables them to reduce supply usage, which increases their bottom line."

Are you interested in having real-time visibility and control of your inventory and supplies usage? Call IDS today to schedule a demo at 1-877-771-4446.



 idsvending.com

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