Glenn Stanton: UK & Ireland Sales Manager

Iain Tattersall: Technical Sales Engineer
• WNT are part of the Ceratizit group
• Production facilities worldwide
• A €720,000,000 privately owned business
• Production of Cutting Tools through the process to the end product
• Own Research & Development
• Over 5,000 employees
WNT – member of the CERATIZIT Group

CERATIZIT Headquarters
in Mamer / Luxembourg

€ 157 Million turnover
appr. 300 employees – 150 office-based and 150 engineers in the field
WNT Worldwide – where we grow

TOTAL TOOLING = QUALITÄT x SERVICE²
Total Tooling = Quality x Service²

- a qualified technical sales engineer
- our range covers 45,000 products
- 99% availability of products
- 24 hour delivery service, next-day before noon guaranteed delivery for orders placed before 6.30pm
- non-bureaucratic – easy to use service
- Free phone order hotline open daily from 8am to 6.30pm
The most important person: our customer – who we work for …

WNT supports …

… engineers with **quality cutting tools**

… an extensive **technical support**

… as well as a **rapid delivery**

**BU WNT supports more than 23,000 buying customers**
Catalogue

Our product and service mix is focused exclusively on the needs of the metal cutting sector.

We provide complete solutions for every metal cutting application.

Our stock range includes 45,000 articles with 99% availability.
Our product range is focused exclusively on metal cutting

- HSS-drilling
- solid carbide drilling
- indexable insert drilling
- reaming & countersinking
- HSS-taps and dies
- circular milling & thread milling cutters
- thread turning
- turning tools
- EcoCut & Profile Master

- parting & grooving tools
- MiniCut
- HSS-milling
- solid carbide milling
- milling tools with indexable inserts
- tapers / HSK adaptors
- VDI-adapters
- Vices
- modular precision boring heads
Aerospace Specific Product Ranges
All our Technical Sales Engineers in the field are time-served in the Industry.

The same time-served Internal Technical Sales Engineers are available on:

FREephone: 0800 073 2 075

8.00am to 6.30pm, Monday to Friday
Technical support on site

Our Technical Sales Engineers

- Are qualified specialists in metal cutting applications
- Share with our customers their passion for meeting challenges
- Recognise our customers' needs and assist them – on-site – to optimise productivity
• Open from 8.00am to 6.30pm Monday to Friday
• FREEPHONE SALES: 0800 073 2 073
• FREEFAX: 0800 073 2 074
• E-MAIL: orders@wnt.com
• Online: www.toolingcentre.com
• Guaranteed sameday despatch up to 6.30pm
• Free guaranteed before 12 noon, next day delivery for orders over £50
• Multi-Million Pound investment in Central Distribution Centre

• Minimum 98% ex-stock service level

• Full 45,000 article catalogue program in stock, not just the popular articles
TOOL XPress – efficient courier delivery

98% of 45,000 articles can be delivered within 24 hours!
TOOL XPress – efficient courier delivery

Stock value: 53 million euros
Movement of goods: 6.75 x per year
External sales: 358 million euros
Area: 5,400 m²
Number of Stored Products: 62,000
Number of packets in the current FY: 680,000
Number of delivery positions: 2,000,000
Shipped on weight: 2,600 tons
TOOL XPress – efficient courier delivery

Order through Call Centre / Online Shop or by Fax

The order dispatcher picks the goods at OSR Monday 18:31

The goods are professionally packed and the invoice printed

Courier service delivers the package Tuesday 08:20

Goods picked up by courier service by 8pm at the latest Monday 19:34

The goods are professionally packed and the invoice printed Monday 18:33
WNT Online-Shop

- Order and download information any time via the tooling centre
- Check the status of your order
- Choose the tools you need with a mouse-click and have them delivered next day!
Unlimited access to all tools necessary for daily work with the Tool-O-Mat tool service

- No materials planning, no expensive stock!
  - Automatic refilling taken care of by WNT
  - Monthly invoicing
  - Over 500 Tool-O-Mats in use in Europe
LEGENDARY PERFORMANCE
Dragonskin

The Worlds First 3D Printed
Titanium Ti6Al/4v Mountain Bike Frame

Machined with WNT Dragonskin Inserts
Educational Initiatives
Customer Training

• Key target area of development.

• Training on cutting tool application.

• Increased awareness of latest cutting tool developments and productivity improvements.

• Regular customer training programmes at XYZ showroom locations nationally.

• Bespoke training sessions at individual customer premises.
Exhibitions

MACH 2014
07-11 April
NEC • Birmingham UK
machexhibition.com

SOUTHERN 15 Manufacturing & Electronics

Aero Engineering Show 2014

TOTAL TOOLING = QUALITY x SERVICE^2
Thank you for your attention!

Questions?