

**BLACKHAWK**  
INDUSTRIAL



**DISCOVER OUR DIFFERENCE**



[www.bhid.com](http://www.bhid.com)

**BIG ENOUGH TO SERVE. SMALL ENOUGH TO CARE.**



## Who is BlackHawk?

### What makes us different?

We are more than just another supplier. We distinguish ourselves as the #1 choice for industrial manufacturers who seek Technical Service and Production Savings. We are your “across the production floor” partner delivering value through product and supply chain performance that lowers your total cost of production.

Everything we do, from the products we provide to the expertise we bring to your unique challenges, is intended to help you work faster, smarter, safer and more profitably. Our unique combination of global sourcing power, local service and technical savvy is unmatched by any other distributor.

While others claim they can save you money, BlackHawk proves it.

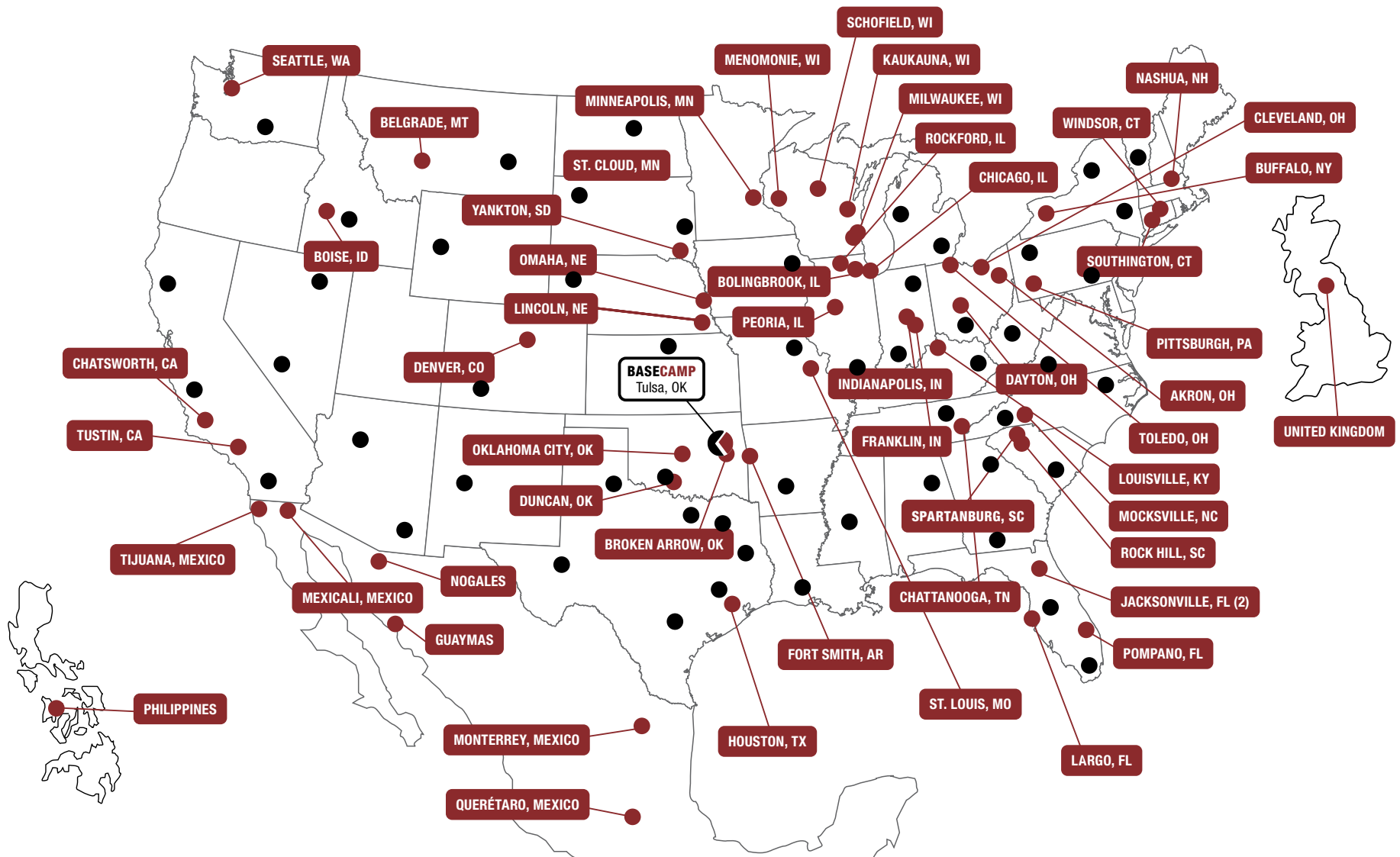
**We are Big Enough to Serve,  
and Small Enough to Care.**

**A partner who delivers real value  
on the shop floor...and corporate wide.**



# Global Reach

With locations across North America, the United Kingdom and Southeast Asia, you have access to thousands of manufacturers supplying a wide range of standard and custom products. Our streamlined distribution program allows you to dramatically reduce your total costs.



# Local Service

BlackHawk combines the sourcing power of a big box distributor with the guys-next-door service and support of a regional distributor. No other distributor can match our one-two punch to help you maximize your profitability. Our footprint is growing. So is our reach. But we will never lose our local touch. Our combination of Brains and Brawn is unbeatable.

**BlackHawk offers more than the competition.**

	Big Box Distributor	BlackHawk	Regional Distributor
Global Sourcing	●	◀	
Technical Support		◀	●
Local Customer Service		◀	●
Competitive Prices	●	◀	
Managed Procurement Cost Savings	●	◀	
Managed Production Cost Savings		◀	●
E-Commerce Sourcing	●	◀	
Global Footprint	●	◀	





# A Passion for Manufacturing Success...

At BlackHawk, we take your business as seriously as you do.

Aerospace, Medical, Energy, Automotive, Heavy Equipment, Construction, General Machining. We are everywhere materials are cut, shaped or formed.

The art. The science. We live for it.



A black and white photograph of three people in a workshop. An older man on the left is looking intently at a piece of machinery. A younger man in the center is also looking at the machinery. A woman on the right is looking at the man in the center. They are all wearing work clothes.

## Our industry expertise makes the difference

**We don't hire  
order takers.**

**We hire problem  
solvers.**

**Our techs have  
a collective  
2,000+ years of  
practical  
experience.**

**We commit 30 hours  
of training per rep  
annually to maintain  
their mastery on  
the latest tools,  
best practices  
and technology.**

**When time is short, and money is on the line, why settle for less than the best?  
The largest technical force in the industry is at your disposal with BlackHawk.**



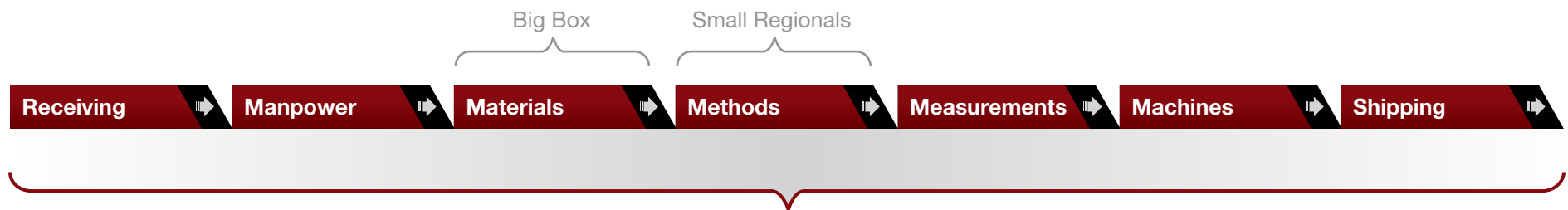
# BlackHawk OPS

OPS stands for **Optimize** your **Performance** and **Savings**. OPS is the BlackHawk “secret sauce”. OPS consists of five integrated services designed to lower your total cost of operations. OPS combines processes and services into a proven, powerful cost savings driver at each stage of your manufacturing process.

- Inventory Management
- Supply Chain
- Technical Innovation
- Partnerships
- Impact



**BlackHawk saves you money from start to finish.**



**The BlackHawk Difference**



# Inventory Management

At BlackHawk we believe in smart inventory management. Our approach to inventory solutions reflects this. Point-of-use units, configurable platforms and asset security are just the basics. Analytics — timely, actionable data — sets us apart.

Only BlackHawk provides the combination of physical vending units and advanced metrics to help you track your working capital flow and optimize your processes.

## Industrial vending

- Lowers costs
- Increases worker efficiency and productivity
- Prevents theft and hoarding
- Provides visibility into item usage to increase cost savings
- Minimizes safety risks
- Affords 24/7 inventory access

## BlackHawk Engineered Supply Solutions (ESS)

- State-of-art technology
- For large and small businesses
- Customer has total control and visibility
- Will design a customized solution based on factory needs

## Inventory Management Software Suite

- Track, manage and automate material flows
- One database for all inventory sites
- Integrates with ERP/MRP and other business systems





## BlackHawk Inventory Solutions:

- Point-of-use units
- Weight-sensing dispensers
- Configurables
- Automated
- Modular
- Portable stations
- RFID
- Lockers



### DID YOU KNOW?

Adopting a Blackhawk vending solution typically lowers your inventory and spend by 20%!





# Supply Chain: Optimization

At BlackHawk we help you to make incremental process improvements throughout your supply chain. They add up to big savings.

- Project Management & Procurement
- Facilities Layout & Process Workflow

## Procurement

We strive to ensure that your orders are delivered on time and cost effectively. We'll save you time and money by leveraging our global manufacturing network utilizing your carriers or ours. Our vertically integrated processes enable you to have the information you need without all the phone calls or other delays.

Services Overview	Benefits
<ul style="list-style-type: none"><li>• Lead time and order policy calculations</li><li>• Order acknowledgement and tracking</li><li>• Order via bhid.com and/or printed catalogs and flyers</li><li>• Access to the BlackHawk Worldwide Network Partnerships</li><li>• Unit price change impact reporting</li><li>• Inventory and spot buys</li><li>• Paperless requisitions, quoting, approval &amp; ordering process</li><li>• Open order reporting</li><li>• Proactive expediting</li><li>• Returns management</li><li>• Dedicated representatives assigned to your account</li></ul>	<ul style="list-style-type: none"><li>• Reduction in PO build times</li><li>• Visibility to spend</li><li>• Reduction in direct labor</li><li>• Reduction in suppliers</li></ul>



## Sourcing

Servicing the industrial MRO market is our core competency. Our Product Sourcing Services enable customers to reduce the time and expense of finding, establishing, and qualifying sources. We also provide consolidation and standardization services to help reduce inventory, unit price, and operating costs.

Services Overview	Benefits
<ul style="list-style-type: none"> <li>Leveraged pricing</li> <li>Wide market breadth</li> <li>Access to BlackHawk Worldwide Network Partnerships</li> <li>Contract pricing negotiations</li> <li>New product and supply source notifications</li> <li>Vendor reduction and consolidation</li> <li>Product and source recommendations</li> <li>100% manufacturer supported</li> <li>Crossover from MSC, Grainger, and other catalog houses</li> <li>Dedicated representatives assigned to your account</li> </ul>	<ul style="list-style-type: none"> <li>Cost reduction</li> <li>Indirect labor reduction</li> <li>Market knowledge increase</li> <li>Product source increase</li> <li>Supplier reduction</li> </ul>







# Products and Services

**The right solutions, the right brands at the right price.**

BlackHawk delivers the solution you need, be it a stocked product or a custom, made-to-your specs item. We cover every product niche found in the industrial workspace. And we back our products and services with our in-house expertise plus the resources available through our brand partners. We don't just sell you the tool. We'll show you how to best use it.

- Cutting Tools
- Abrasives
- PPE
- Safety
- Cutting & Machining Fluids
- MRO
- Janitorial/Sanitation
- Packaging & Shipping
- Custom Solutions
- Pumps
- Collated Fasteners
- Nail/Staple Gun Repair

**3M**

**Ansell**

**GARR TOOL®**



**Honeywell**

Member IMC Group  
**Ingersoll**  
Cutting Tools

**ipg** intertape polymer group®

**KENAMETAL**

**Kimberly-Clark**  
PROFESSIONAL®

**LOCTITE®**

**Master Fluid Solutions™**  
—Cutting Edge Metalworking Solutions™

**NORTON**  
SAINT-GOBAIN

**OSG**

**Pregis**  
Protective Packaging Solutions

**QUALICHEM**

**SIGNODE®**





# BlackHawk Brands

## BLACKHAWK Safety & PPE



## BLACKHAWK Jan San & MRO



## BLACKHAWK Cutting Tools





## **CUSTOM ENGINEERED SPECIAL TOOLING**

- We design from your blueprints
- Eliminates expensive workarounds
- TCT tooling
- Precision EDM
- Custom threadmills and port tools
- V-braze boring bars

# **Manufacturing Services**

## **Engineered Solutions and Reconditioning Services**

BlackHawk's engineered tooling solutions mean you never have to settle for "not quite right". Eliminate multi-tool workarounds or compromises. Refurbish worn tools and give them new life. Save on time and production costs.

## **ToolFab: Our CNC Machine Shop**

Milwaukee-based ToolFAB is a CNC Machine Shop with cutter grinding capabilities including Tungsten Carbide Tipped (TCT) and Precision Electrical Discharge Machining (EDM).

- OEM for Schmarje Threadmills and BlackHawk brand threadmills
- OEM for McCrosky cutting tools—adjustable reamers, Nobursink tools, Wizard quick-change chucks, collets and tap drivers
- We manufacture and stock many Standards and Specials
- V-Braze carbide boring bar line — lifetime warranty against braze failing
- On-staff tooling engineer assists in complex tool design from customer part blueprints



## X-Press Tool: CNC and Manual Cutter Grinding Shop

With three locations across the USA†, X-Press Tool manufactures tools from standard blanks. We also perform alterations of standard existing tools into specials.

**Alterations.** Sizing, adding a custom radius or chamfer, custom step drills and step endmills made from existing tools or blanks

### RESHARPENING SAVES UP TO 70%

Did you know that refurbishing worn tools can save up to 70% of the cost of new tools? Regrind. Resharpener. And slice your tool consumables spend.

**Resharpener cutter grind shop.** We can resharpen a variety of cutting tools back to factory specifications. About 85% of what we resharpen is carbide: Drills and Reamers, Endmills, Step Drills, Form Tools, Threadmills and Replaceable Drill Tips

**J&S Tool does it all.** The newest member of the X-Press Tool family, St. Louis- based J&S Tool can repair, regrind, re-tip, sharpen, modify or manufacture virtually any industrial cutting tool — HSS as well as carbide. J&S has CNC ID and OD grinding capabilities in addition to manual and CNC cutter grinding.

**Inspection processes** vary based on the item being manufactured or reground. Optical Comparator (50X), Camera Microscope (145X) and fully automated CNC inspection.

Let X-Press Tool demonstrate cost savings to you. Join our regrind program, or allow us to manufacture special tools for you that can combine operations and save you valuable cycle time. Ask us about a free regrind trial!

†Chicago, St. Louis and Springfield (MA)

Additional Notes: \_\_\_\_\_

**BLACKHAWK**  
X - P R E S S T O O L

PLEASE SAVE AND EMAIL TO:  
XPRESS@OTS@BHID.COM

BLP# \_\_\_\_\_ (If Applicable)

### Endmill Template

SHANK DIAMETER: \_\_\_\_\_

NECK LENGTH: \_\_\_\_\_

OVERALL LENGTH: \_\_\_\_\_

LENGTH OF CUT: \_\_\_\_\_

CUTTER DIAMETER: \_\_\_\_\_

NECK DIAMETER: \_\_\_\_\_

Red Chamfer  
Sharp Corner

☐ RH CUT  
☐ LH CUT

Machining Information  
Material to Be Cut: \_\_\_\_\_  
Machine Type: \_\_\_\_\_

Tolerances U.O.S.		Tool Material Options		Coatings		Number of Flutes	
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# Fluid Management Services

Industrial fluids are the lifeblood of any factory, shop or MRO facility. Cutting fluids, coolants, transfer fluids, hydraulic fluids, greases and lubricants are designed for specific applications.

BlackHawk fluid specialists can help you to assess your fluid management program, evaluate your processes and make product recommendations. While industrial fluids are an oft-overlooked expense, a smart fluids strategy can flow dollars back to your bottom line.

## **DID YOU KNOW?**

**The average budget for carbide cutting tools is 5X greater than the cutting fluid budget.**

**Buying top quality cutting fluids can extend fluid and tool life, lower this spend ratio — and save significant dollars.**







## Automate your coolant process

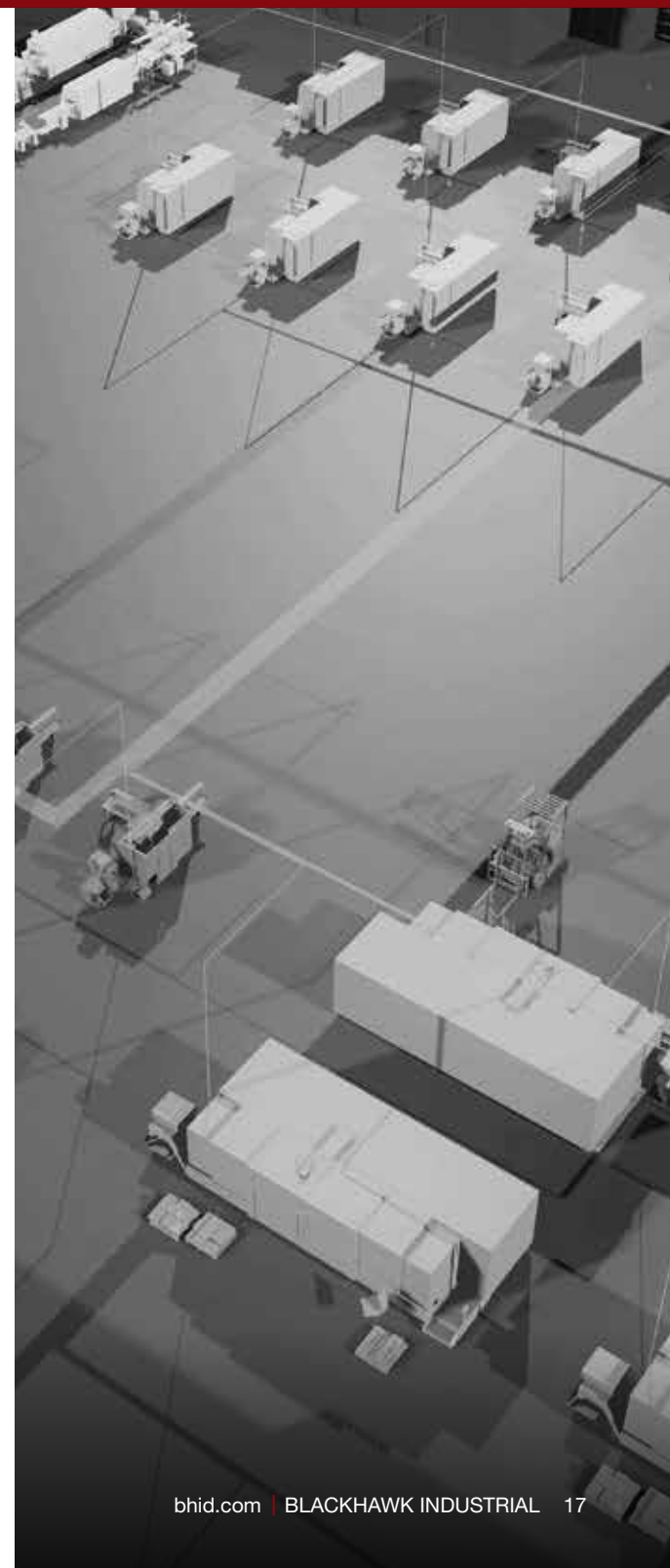
Available from BlackHawk, FlexxCool eliminates manual coolant mixing, filling and monitoring.

Powered by a sophisticated operating system, FlexxCool is a revolutionary tool providing real-time data and simple-to-use controls allowing you to optimize your coolant processes and lower your costs.

- Intuitive Control — From the color display or mobile app
- Email notifications when coolant concentrations run low
- Real-time data collection
- Precision Mixing and Delivery — Automatically mixes and delivers coolant and water in desired concentration for each machine tool
- Concentration Control — FlexxCool maintains target concentrations 24/7
- Sump and Concentrate Monitoring — Maintenance-free sensors with failsafe systems regulate mixtures and sump levels

## FlexxCool benefits

- Performance Process and Control — Maximizes coolant performance for longer tool life
- Savings — Less concentrate usage, eliminates manual labor
- Environmental — Fewer spills; lowers disposal and recycling frequency
- Health and Safety — Reduces odor, bacteria, chance of skin irritation



# Packaging Solutions

## Protection inside and outside the box

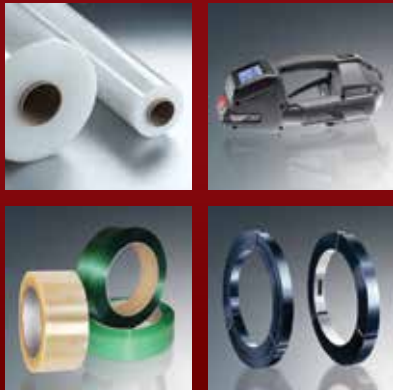
You pay meticulous attention to your manufacturing or MRO processes to ensure excellent results. Doesn't your packaging and shipping operation deserve the same care?

Stuff happens in transit. A damaged delivery can cost you a customer. Lightweight products and hazardous materials require special packing. Let our BlackHawk packaging experts assist you to optimize your processes.

We help you to wrap, bundle and palletize your finished goods, securely and safely, for the trek from dock to dock. Whether you are shipping across town, across the country or internationally, we have the solution, including:

- Free packaging review to help you lower costs and improve efficiency in your shipping department
- Package design and consulting
- Collated fastener expertise
- Complete line of packing materials — Strapping, Stretch Wrap, Shrink Film, Tape, Edge Protection, Void Fill and Foam Systems, Poly Bags, Fasteners and much more
- Packaging tool/equipment repair, refurbishment and modification
- National Accounts Program to standardize sourcing and processes
- Assist you in choosing the right tool or equipment for your wrapping, strapping, fastening and carton sealing applications

Trust BlackHawk for world-class packaging solutions.



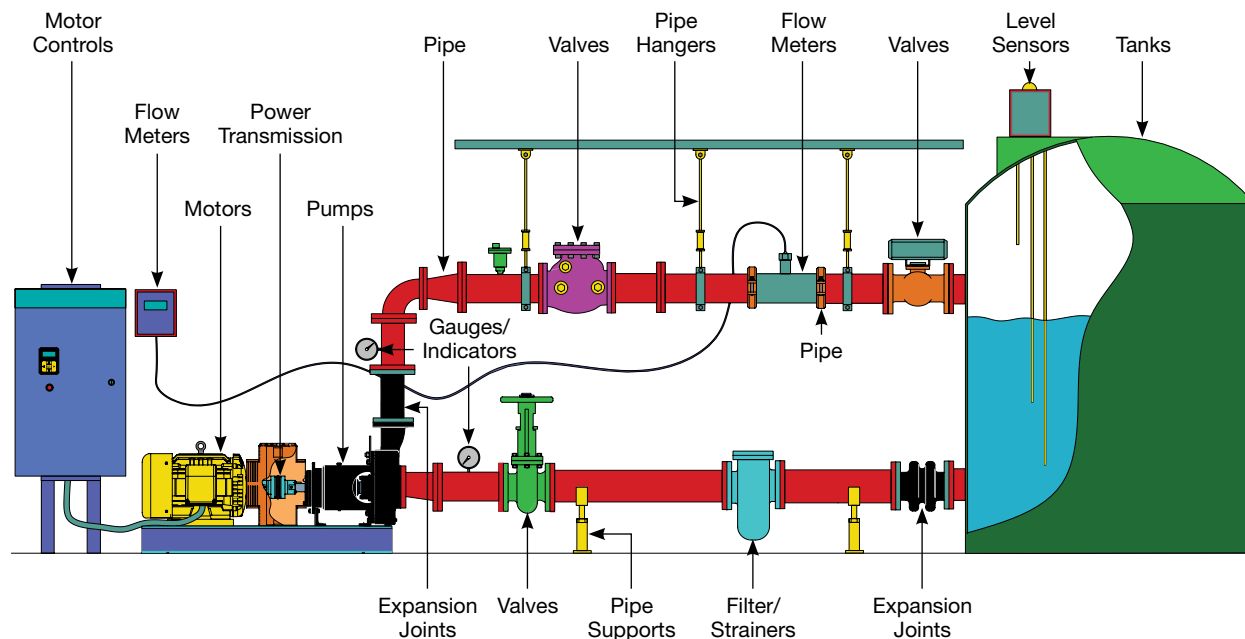
# Pumps & Services

Pumps are the hidden utility in your plant that everyone forgets until they don't work.

BlackHawk Pumps & Services has the people and products for solving your fluid transfer concerns. Whether you need a machine tool coolant pump, OEM equipment, repairs, or large fabricated package, we can supply what you need. Our custom services and solutions will:

- Lower your operating costs
- Extend equipment life
- Facilitate improved pump reliability with fewer breakdowns

We have a unique perspective on what it takes to keep your industry flowing smoothly.





# Technical Innovation

Solving problems and driving forward thinking is our passion.

Our Technical Sales Representatives provide innovative solutions to drive down total cost. After reviewing your operation, current products, and working environment, we will provide you a focused application recommendation.

We use a web-based application service to quickly generate customer solutions. This allows us to capture the widest breadth of solutions and generated cost savings.

Services Overview	IT Services
<ul style="list-style-type: none"><li>• Technical product support – 100% manufacturer supported</li><li>• Cost Savings (price, life, performance)</li><li>• Productivity improvement &amp; opportunity program</li><li>• Product rationalization/consolidation</li><li>• Product application recommendations</li><li>• Customer training</li><li>• Documented Cost Savings with web-based access &amp; reporting</li><li>• Opportunity analysis</li><li>• Dedicated representatives trained specifically on your processes!</li></ul>	<ul style="list-style-type: none"><li>• Software &amp; hardware</li><li>• Call center</li><li>• Training</li><li>• Upgrade training</li><li>• Setup</li><li>• Support</li><li>• Customized reports</li><li>• SAP customized user interface (and others)</li></ul>





# Partnerships

## We look at partnerships in two ways.

Our manufacturer relationships ensure your access to the finest products on the market — and the technical expertise from those same OEMs.

Our working relationship with you, our customer, is 24/7/365. We don't settle for taking orders. We immerse ourselves in your operations. We work with you to identify and quantify your process efficiency and cost savings goals. We plan, track and communicate our progress toward these targets. And we prove our performance.

First we begin with RAIL, a working to-do list developed in cooperation with your teams. VAST tracks the progress toward a specific initiative on the RAIL. Each quarter, we meet with your key managers to review our overall progress against your goals (QBR).



## Introducing BlackHawk Tracker *Focusing on achieving your goals.*

### 1. RAIL

(Rolling Action Item List)

- Ensures mutual accountability
- Dynamic document
- For all key stakeholders

### 2. VAST

(Value Added Savings Tracker)

- Demonstrate savings realized from one specific action

### 3. QBR

(Quarterly Business Review)

- Face-to-face quarterly sit-downs with senior leaders
- Recap of performance vs goals (Scorecard) and cost savings
- Discuss new solutions and strategies



# Impact

Ultimately, our solutions deliver a measurable impact across your operation, including your savings goals. In the QBRs, we show you the fruits of our efforts.

- Safer workplace = improved worker safety
- Lowered consumables spend
- Increased production output and available man/machine hours
- Lowered costs (inventory, purchasing, accounting and freight)



**BLACK HAWK INDUSTRIAL** Rough & Finish Turn Flanges Leap Housing A  
104147: XYZ Corporation  
For Opportunity # - 20884

Customer Information:  
Customer Name: Primary Contact Name: Primary Contact Email Address:  
Secondary Contact Name: Secondary Contact Email Address:  
Phone Number: Fax Number:

Product Information:  
Part Name: Part Number: Part Description: Part Category:  
Material: Material Grade: Material Thickness: Material Diameter:  
Quantity: Unit of Measure: Lead Time: Delivery Location:

Operating Cost Per Hour (OPH):  
Existing: \$21,000.00  
New: \$28,995.00  
Savings: (\$7,995.00)

Product Change Cost:  
Existing: \$90,000.00  
New: \$4,999.95  
Savings: \$85,000.05

Machine Time Cost:  
Existing: \$124,312.50  
New: \$17,499.98  
Savings: \$106,812.53

Additional Annual Costs(\$):  
Existing: \$0.00  
New: \$0.00  
Savings: \$0.00

AAC Comments:  
Total Cost:  
Existing: \$235,312.50  
New: \$51,494.93  
Savings: \$183,817.58

Additional Annual Savings(\$):  
Existing: \$0.00  
New: \$0.00  
Savings: \$0.00

AAS Comments:  
Comments:  
New Product Comments:  
Date: 6/18/2018  
Status: Testing

Savings Per Piece: \$24  
Total Savings: \$183,817.58  
Percent Savings: 78.12%

Operating Cost Per Hour (\$):		Savings	
Annual Calculations	Existing	New	Savings
Product Cost:	\$21,000.00	\$28,995.00	(\$7,995.00)
Product Change Cost:	\$90,000.00	\$4,999.95	\$85,000.05
Machine Time Cost:	\$124,312.50	\$17,499.98	\$106,812.53
Additional Annual Costs(\$):		\$0.00	\$0.00
AAC Comments:			
Total Cost:	\$235,312.50	\$51,494.93	\$183,817.58
Additional Annual Savings(\$):			\$0.00
AAS Comments:			
Comments:			
New Product Comments:			
Date: 6/18/2018	Savings Per Piece:\$24.91	Total Savings	\$183,817.58
Status: Testing		Percent Savings:	78.12%



# E-Commerce and much more

The BlackHawk website [www.bhid.com](http://www.bhid.com) is our customer's gateway to our solutions and services.

In addition to over 1.5 million products available for online ordering, the site includes catalogs for leading national brands as well as our BlackHawk-branded products.

Custom tools can be ordered from the site as well.

Our blog page provides informative content about the newest products, industry trends and worker health and safety considerations.

**BLACKHAWK**  
I N D U S T R I A L

**BIG ENOUGH TO SERVE. SMALL ENOUGH TO CARE.**





**BIG ENOUGH TO SERVE.  
SMALL ENOUGH TO CARE.**

**BLACKHAWK**  
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