



## CASE STUDY: Bassett Industrial

Distributor Achieves Dramatic Results for One Global Manufacturer by Optimizing Inventory Management

**CUSTOMER NAME:** Bassett Industrial  
**LOCATION:** Portland, OR  
**INDUSTRY:** Industrial Distributor  
**MATERIALS MANAGED:** Crib consumables, durables, and rework  
**CRIBMASTER SOLUTIONS:** AccuPort plus RFID

### Challenge

As an indirect materials distributor, Bassett Industrial must provide reliable, cost-effective vendor-managed inventory solutions to its manufacturing customers. When manufacturers outsource their inventory management, they need supplies available at all times. As important, however, is a cost-accounting solution to help them budget their materials by department.

Supporting the multi-acre facility of one of its largest clients was a challenge for Bassett's relatively small team. Bassett needed an economical solution that still provided the people, systems, and supplies necessary. Options such as hiring an on-site employee, staffing the crib around the clock, and cycle counting would be not only costly, but also time consuming and resource intensive.

**"The additional costs associated with staffing would be impossible to justify for both Bassett and this particular customer." – John Lottis, Vice President, Bassett Industrial**

### Solution

The CribMaster AccuPort RFID portal system offered Bassett a solution, automating both material tracking and cost accounting for the site. Attaching the AccuPort to the doorway of the locked tool room provides access controls, up-to-date electronic records for item issues and returns, and auto-purchasing capabilities.

To gain entry, the client's authorized employees authenticate with an RFID badge attached to their hard hats. Once inside the crib, they retrieve the necessary items – also affixed with RFID tags – and return to work. The AccuPort reads the associated RFID tags as all of the items pass through, and the integrated CribMaster software records each transaction to the central database.

**"RFID is the only efficient way to manage these products, and without automation, this would have been impossible." – John Lottis, Vice President, Bassett Industrial**

### Results

Almost immediately, Bassett's customer realized benefits from AccuPort. Consumable inventory usage rates dropped significantly, as employees stopped hoarding gloves and similar items. Costs for durable tools and rework items also decreased, as usage rates tracked by CribMaster software provided visibility into when items needed to be repaired or replaced. In addition, because workers had around-the-clock inventory access and could more efficiently distribute supplies to each work area, overall productivity increased.

The implementation began with one AccuPort, which was so successful that Bassett installed three more in other areas of the facility. The customer's excellent return on investment was also a win for Bassett, as the distributor's business with this global company more than doubled. Bassett also benefited from:

- Fewer employee resources to staff the crib and replenish inventories
- Better cost-center budget tracking, with expenditures accurately allocated across 25+ departments
- Lower support costs from reusable RFID tags
- Optimized customer inventory levels through better usage visibility

Using a solution built around AccuPort and RFID, Bassett's relationship with this global manufacturing customer grew. Starting out as a small supplier for a few departments, Bassett now has corporate-wide visibility, raising their credibility and expertise as a supplier.



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