



Frequently Asked Questions

MSC Industrial Supply Co. to Acquire Barnes Distribution North America

MSC Industrial Supply Co. has agreed to acquire Barnes Distribution North America (BDNA), an industry leader in providing inventory management, technical sales and supply chain solutions for the distribution of MRO and production supplies. This broadens and deepens our inventory management solutions from the production floor to the tool crib in an unparalleled offering to help you lower your MRO costs.

With BDNA joining MSC what does this mean for me as a current customer?

You will benefit from an even stronger MSC with an unparalleled inventory management offering, an expanded product portfolio and a reinforced commitment to meeting your needs and helping your business succeed. We expect the added value of our expertise in MRO inventory management and metalworking from the production floor to the tool crib will help further reduce your costs.

Right now, it is business as usual, as we work to continue to bring valuable offerings that help drive more productivity and cost savings through comprehensive inventory management.

As the transaction moves forward, the current customers of BDNA will gain:

- Access to more than 900,000 items from top brands
- Guaranteed same-day shipping and next-day delivery
- Additional metalworking and inventory management expertise

Current MSC customers will gain access to:

- Broader and deeper inventory management solutions
- An increased product portfolio in fasteners and other consumables
- An expanded presence into Canada and end markets such as mining, transportation and oil and gas

When will the transaction be completed?

We expect to close in the next several months.

Is there a chance this transaction will not be completed?

There is always the possibility that a transaction is not finalized for a variety of regulatory, business or economic reasons, but we do not believe there to be any issues that should hinder the completion of this acquisition.

Is there overlap with what both companies do?

MSC has long delivered process- and data-driven inventory management through lean initiatives and solutions such as vendor managed inventory (VMI), customer managed inventory (CMI) and vending to drive greater productivity and cost savings particularly in metalworking and MRO. BDNA has made a name for itself through inventory management of hard-to-manage small items such as fasteners, an area many customers tell us is high cost and high demand. As we integrate our operations, we expect to create an unparalleled inventory management offering from the production floor to the tool crib to lower your MRO costs.

Is there any customer overlap?

Yes, there is minimal overlap. If you currently work with both BDNA and MSC, we will work with you to make sure there is a seamless transition for you that does not disrupt your business or our relationship. We pride ourselves on having the best customer service in the industry. Today, it's business as usual. Please continue to work with both your MSC and BDNA sales representatives.

What about BDNA facilities – will any be closed or merged with MSC's? What about the online stores?

Once the acquisition closes, MSC will determine how to integrate both physical and digital operations to best serve all of our customers. We will continue to communicate with you and work hard to ensure a seamless experience.