



Inventory Management In The Skilled Trades

March 6, 2025

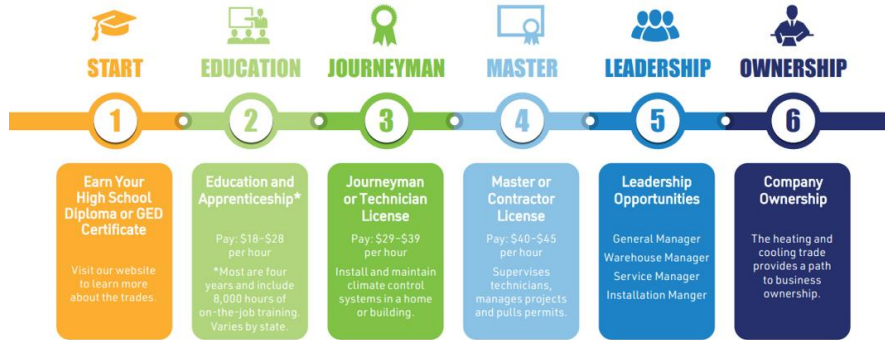


Bridging the technical talent gap to the service trades
of plumbing, heating, cooling and electrical.

Programmatic Efforts: Poster Kits

THE HVAC TECHNICIAN CAREER PATH

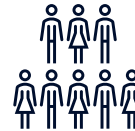
Discover and build your career in the heating and cooling trade.



3,500+ kits



2,500+ schools, businesses & other agencies



750,000+ students impacted

➤ ETT resource utilization in 15.8% of U.S. public school districts with a goal to impact 25% by December 31, 2025.

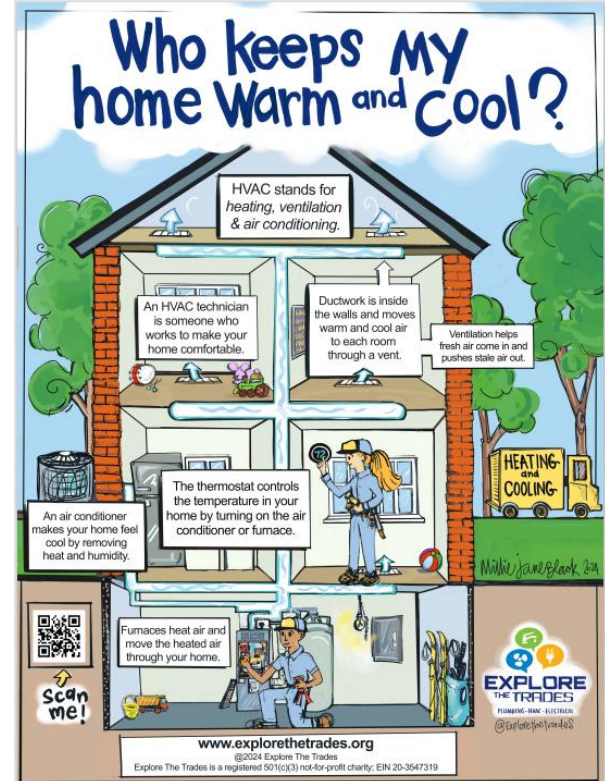
NEW Poster Resources

TRAYECTORIA DE LA CARRERA DE HVAC

Descubre y crea tu carrera en climatización.



www.explorethetrades.org





Bring the HVAC and plumbing trades to students in your community!

- Middle and high schools are eligible to apply
- Equipment funding available for new and existing classroom spaces
- Grant support now available for electrical programs!

FERGUSON[®]

SkillCat 



25 Schools (15 states)

23 high schools
2 middle schools

2,100+ students

Application window is open until March 31, 2025.





HD SUPPLY®



Introduction: Jason Adkins with HD Supply

- ❑ Director, Inventory Solutions
- ❑ Been in Industrial Distribution for 27 years
- ❑ Has been with HD Supply for 21 years, with 18 of those in the Trades vertical



HD Supply By The Numbers

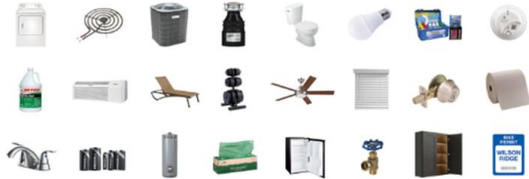
HD Supply, a wholly owned subsidiary of The Home Depot

Leading wholesale distribution company serving customers across the Multifamily, Industrial, Hospitality, **Trades**, Public Sector and Healthcare verticals.



Product Assortment

PROFESSIONAL ASSORTMENT



NATIONAL BRANDS



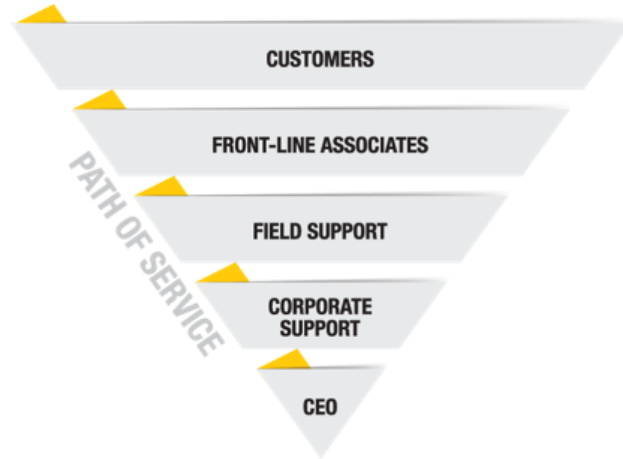
EXCLUSIVE BRANDS



HD Supply Values and Priorities



Our guiding principles for how we make decisions



Puts our customers and associates first

Goals for Today's Session



- ❑ Overview of Technology Solutions
 - ❑ Inventory Management
 - ❑ Asset Management
- ❑ Organized Shop & Onsite Service
- ❑ Why Introduce Tools to Students?
- ❑ Q & A
- ❑ Wrap Up

Inventory Solutions Mission



Create value-add solutions that embed HD Supply as the preferred supplier partner for strategic customers.

Solving the needs of our customers to: Organize, Manage, & Replenish their inventory.



HD SUPPLY
Formerly Home Depot Pro Specialty Trades

MY INVENTORY SOLUTIONS

ORGANIZE. MANAGE. REPLENISH.
ALL YOUR INVENTORY SOLUTION NEEDS, COVERED.

- BINS & LABELS**
 - Organize your parts for free
 - Find parts faster & work more efficiently
- TECHNOLOGY SOLUTIONS**
 - Mobile application
 - Always-on, real-time visibility to stock levels
 - Manage all supplies via Min/Max
 - Suggested replenishment
- ORGANIZED SHOP**
 - Custom shop designs built around your space and inventory needs
 - Bins & labels to organize your inventory
 - Technology Solution to manage your inventory
- ONSITE SERVICE**
 - Comprehensive, HD Supply-managed solution
 - Dedicated full-time associate
 - Infrastructure installation
 - Performance analytics

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Contact myinventorysolutions@hdsupply.com To Learn More About My Inventory Solutions™.



When can HD Supply help a Trades contractor?



My shop is a disaster!



I have a new space!



Says, "I can't tell you what I use or need for supplies!"



You're starting to organize your own inventory.

Improved productivity – Reduce costs – Standardize product – Inventory Visibility

Technology Solution: My Inventory Solutions Application

- ❑ Cloud based, real-time inventory management application/system
- ❑ Scan out functionality using app-based scanner
- ❑ Web based UI for admin and analytics
- ❑ Min / Max system that automatically recommends when to replenish
- ❑ Onsite training and support

- ✓ *Bin-Coding*
- ✓ *Multiple vendors*
- ✓ *Unlimited users*
- ✓ *Unit of Measure*
- ✓ *Kitting*
- ✓ *Asset management*



Customer Challenges

- ❑ Lack of Visibility: Overstocks & Shortages
- ❑ Increased Costs
- ❑ Wasted Time
- ❑ Tracking
- ❑ Accountability

Min	Max
1	2
10	30
32	40
10	20
210	270
80	104
80	112
1	2
2	5
1	3

Item Number	Item Short Desc	Tx Type	Tx Qty	Base UOM	Purchase Price	Ext Purchase Price	Stocking Location	Consumer User	Work Order #
78500720687	8B CUT IN BOX - H15 -	Issue		2Each	\$12.90	\$ 25.80	Truck 14 body work - Ford	Dan	24110917
78500769013	STACK SWITCH - G3 -	Issue		1Each	\$8.44	\$ 8.44	Truck 14 body work - Ford	Dan	24110917
09532731096	ROUND FS BOX WHITE - J14 -	Issue		1Each	\$19.87	\$ 19.87	Truck 14 body work - Ford	Dan	24110917
09532776532	2G TOGGLE/DUPLEX COMBO WHITE - C9 -	Issue		1Each	\$4.91	\$ 4.91	Truck 14 body work - Ford	Dan	24110917

MY ASSET MANAGER

Your Valuable Assets, All In One Place



Proactive asset management for every asset at every stage.

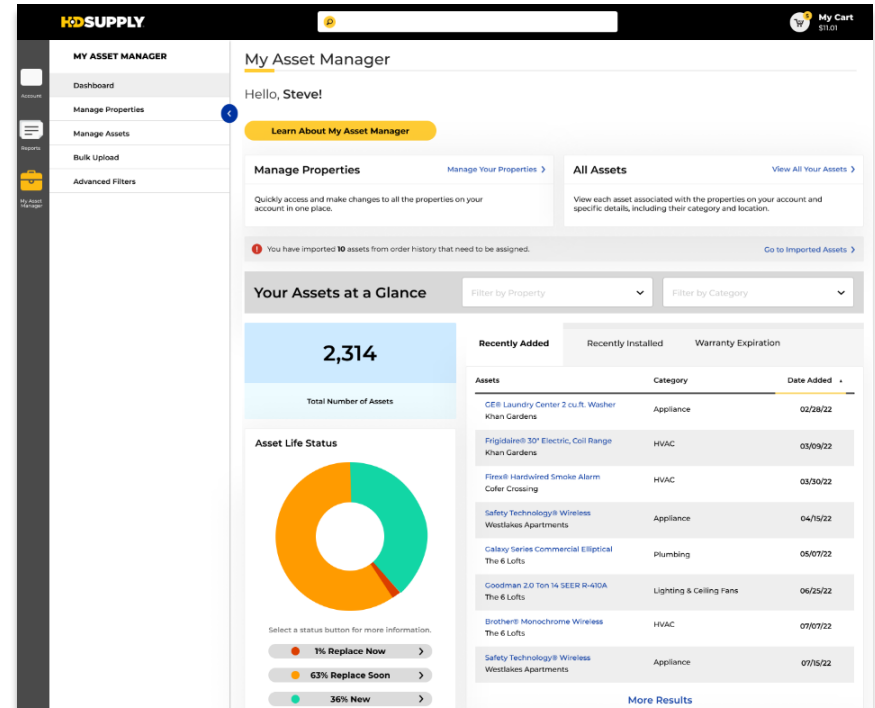
- ✓ Warranty and end of life reminders
- ✓ Track assets from **any** supplier
- ✓ Track assets from **any** category
- ✓ Accessible via mobile devices
- ✓ Store and retrieve model/serial #s for warranties and reordering

MY ASSET MANAGER

HD Supply's **free online tool** that allows customers to *Track, Manage & Replace Assets (Appliances, HVAC, Water Heaters), All in One Place*

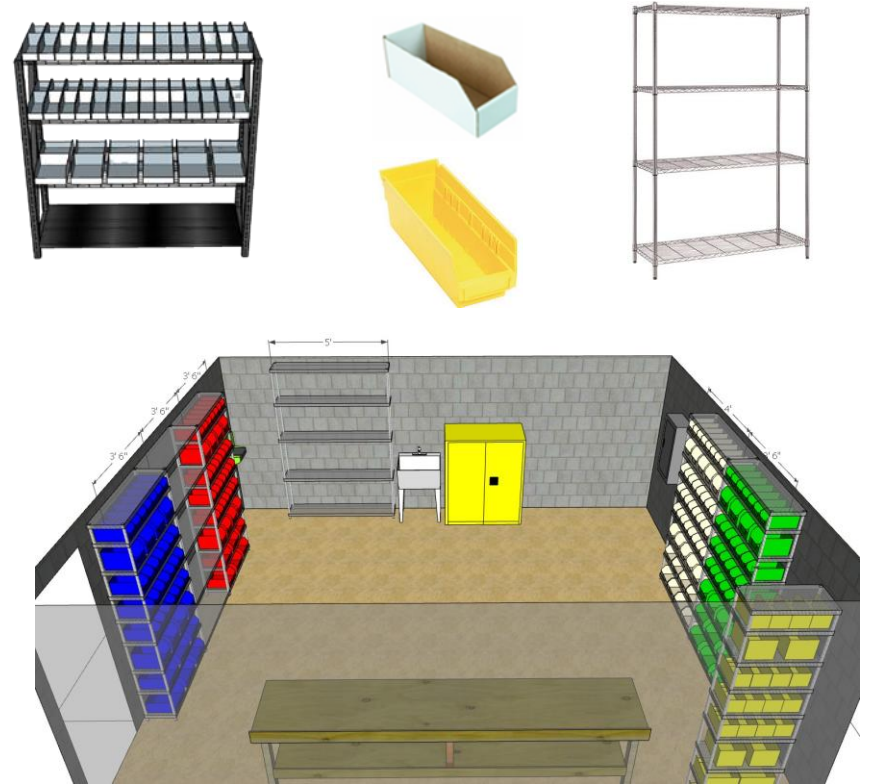
What problems are we addressing?

- 1. Inefficient asset maintenance process** that result in costly strains on staff and budgets
- 2. Owners and operators are “flying blind”** when preparing capex projections
- 3. Technology and training for asset management tools is expensive and time consuming** for large and small customers



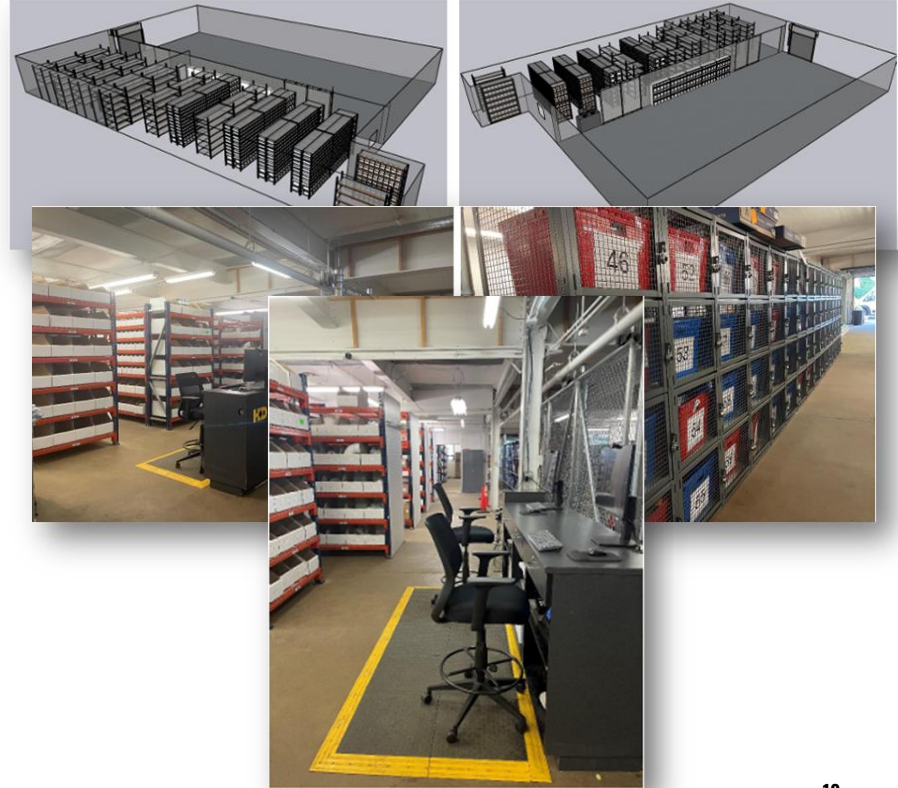
Organized Shop

- ❑ Designed from 2 key inputs
 - ❑ Space
 - ❑ Inventory assortment
- ❑ Products are categorized by colored bin
- ❑ Ideal customer profile
 - ❑ Has a stockroom/storeroom
 - ❑ Unorganized
 - ❑ Adopts HD Supply products
 - ❑ +Technology Solution from HDS



Onsite Service

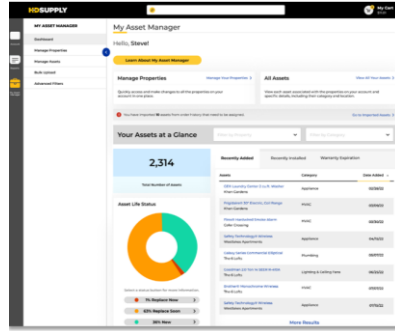
- ❑ Comprehensive Solution with Full Time HDS Associate
- ❑ Infrastructure Installation
- ❑ Customer Provided Secure Space
- ❑ Best Fit with Large > 30 truck contractors



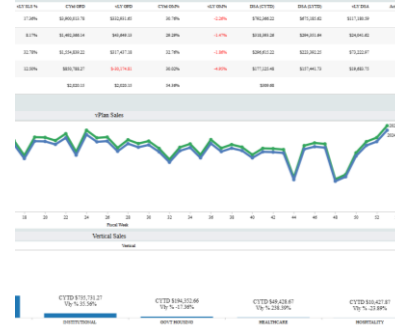
How Can Educators Introduce Students To These Tools?



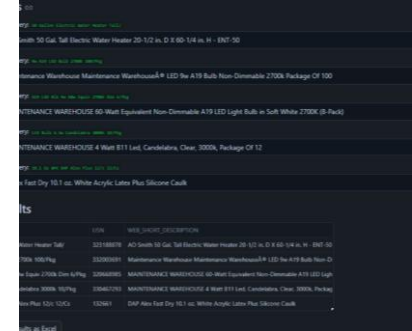
- Sketch Up / Graphic Design
- Project Management



- eCommerce / eProcurement
- Computer Science



- Data / Planning & Analytics
- Finance



- AI
- Machine Learning
- Coding



Real World Application

The Trades Are High-Tech

- Today's skilled trades rely on digital tools, from inventory management to diagnostic software.

Inventory Management: A Key Example

- **The impact for students:**
 - Build business acumen and valuable workplace skills.

Why This Matters for Educators

- Hands-on Learning
- Career Readiness
- Industry Alignment



Workforce Development

The Challenge

- A growing labor shortage
- Misconceptions about the trades

The Solution

- Early Exposure
- Training Programs
- Industry Collaboration

The Impact

- Strengthens the workforce pipeline & ensures a sustainable future for the trades.
- Creates high-paying, stable careers for students who may not pursue a four-year degree.
- Supports local economies by filling critical roles in the skilled trades.



Photo courtesy of Mayfair School (Philadelphia, PA)

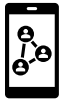
HD SUPPLY[®]

Q & A

**Contact:
myinventorysolutions@hdsupply.com**



www.explorethetrades.org



[@explorethetrades](https://twitter.com/explorethetrades)



Kate Cinnamo

Executive Director

katec@explorethetrades.org

651-789-8518



Maddy Sorenson

Project Coordinator

maddys@explorethetrades.org

651-314-3856



Toni Bower

Donor Engagement Specialist

tonib@explorethetrades.org

651-300-1612