



## Press Release

### CONTACT:

John E. Toomey  
Visible Inventory, Inc.  
603-894-5180  
[john.toomey@visibleinventory.com](mailto:john.toomey@visibleinventory.com)

### VISIBLE INVENTORY EXPANDS FAMILY OF SENSOR-BASED, REAL-TIME INVENTORY MANAGEMENT PRODUCTS WITH NEW iSHELF and iPALLET

*Complete Range of Solutions Now Enable Inventory Control Wherever It's Needed*

**Salem, NH, April 20, 2004** -- Visible Inventory, Inc., an industry-leading provider of true real-time inventory management solutions, today announced the addition of two new sensors to its family of sensor-based inventory control products. The new iShelf™ and iPallet™ sensors join the iBin™ sensor family to round out Visible Inventory's sensor-based inventory management offerings. Visible Inventory now offers inventory management solutions for the complete range of needs, from the smallest of items up to inventory with a total weight of 5,000 pounds.

"Manufacturers in the automotive and aerospace industries, distributors, and healthcare organizations, all of which require highly accurate, real-time control of their inventories or supplies, can especially benefit from our solutions," said John Toomey, Visible Inventory President and CEO. "In these environments, costly "safety" inventories or crippling shortages due to inaccurate counts, misplaced items and delays in communicating replenishment requests to suppliers cannot be tolerated. Our solutions eliminate the guesswork and human error, so information about inventory status is always available, and inventory can be ordered just when it is needed."

Companies incorporating point-of-use inventories, demand flow techniques, pull systems, or Vendor-Managed Inventory relationships, all benefit from Visible Inventory's sensor-based solutions. ArQule, Boeing, GE Kaye Instruments, and Ford Motor Company are all companies which have installed or are installing Visible Inventory's solutions.

Visible Inventory's iBin, iShelf, and iPallet continuously measure inventory by weight, communicating this information via wireless controllers to Visible Inventory's SuppliLink™ software. When an item reaches its reorder point, is at a critical level, or is overstocked, a notification is sent automatically to the supplier via e-mail or fax by SuppliLink so replenishments can be initiated instantaneously. This system completely removes unnecessary supply chain lag time and enables real-time reaction to inventory demands.

Quantity, status, reorder information and history can be viewed through SuppliLink at the desktop or remotely -- at any point on the network. The same information can be e-mailed or viewed over the Web using Visible Inventory's iVision™ software.

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The SuppliLink software allows custom views by planner/buyer, work cell, product line, commodity, or any user-defined field. With a single mouse click, key personnel can see and view their current, real-time status. Summary or detailed e-mails to suppliers can be set to be automatically generated at timed intervals, indicating just the items that are at a replenish point or the on-hand quantities of all items. This feature allows tracking of real-time usage.

The iBin sensors are available in standard 5", 8" and 11" sizes, accommodating individual item weights from .11 oz. to several pounds. The iShelf sensors come in standard 24"x 18" and 24"x 24" sizes, with item weight ranges from 1.6 oz. to several pounds. The iPallet sensors are available in a standard 48" x 48" size, with a total capacity of 5,000 pounds. The iPallet is a floor sensor that allows for easy access and maneuvering of all types of load handling equipment, from drum movers to pallet jacks.

Visible Inventory's solutions complement other inventory measurement technologies. Recently, industry leader WhereNet®, a provider of wireless solutions for tracking and managing enterprise assets, entered into an OEM partnership with Visible Inventory to add sensor capability to WhereNet's wireless parts replenishment solution.

Visible Inventory's solutions can receive data from any standard or custom-designed sensor. Customer-specific configurations are available. All solutions are currently shipping.

**About Visible Inventory, Inc.**

Visible Inventory, Inc., headquartered in Salem, NH, provides true real-time inventory management solutions that enhance the performance of existing ERP, SCM and MRO systems. The result of inventory activity is automatically executed upon in real-time, maintaining minimum inventory levels and providing accurate inventory information across the entire supply chain. Visible Inventory's SuppliLink™ intelligent software, coupled with the company's family of sensors (iBin™, iShelf™, and iPallet™) and iVision™ their Web-based visibility software, enable today's most progressive lean supply chain practices to achieve their full potential. Visible Inventory's offering is a complementary and collaborative solution for manufacturers, distributors, and others wishing to optimize inventory levels, replenishment cycles, and vendor or customer partnerships. For more information, call 603-894-5858, or visit [www.visibleinventory.com](http://www.visibleinventory.com).

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