

Aerospace Case Study

DOCUMENTED COST SAVINGS: **\$1,012,351.00**

PRODUCT CATEGORY: **Hand Tools**

REALIZED: **Lower Product Costs,
Supplier Consolidation**

SUPPLY PARTNER:



CUSTOMER PROFILE

In the highly competitive aerospace industry, building aircraft, sub-assemblies, and components efficiently, sustainably, and cost effectively requires innovation and improved performance throughout the production process. Kit bags are essential in the manufacturing process and are custom designed to provide the specific parts and materials needed for a particular job. Proper kitting improves access, reduces the time associated with gathering the parts and eliminates unnecessary parts and materials, saving time and labor.

THE OPPORTUNITY

As with many large manufacturing clients, Stellar Industrial Supply is allowed on-site access so our specialists can observe daily practices and discover opportunities for process improvements and cost savings. After analyzing the supply chain for kitting bags within this aerospace manufacturing facility, Stellar VP realized there was an opportunity to build a more direct relationship with a kitting bag supplier not only providing a superior product at a better price but also improving on-time delivery, reducing inventory spacing and carrying costs.

SOLUTION

There was no known "out of the catalog" solution with a qualified supplier. Working with Klein Tools and over the course of three months, the team was able to custom develop and offer a compelling quality solution with a more efficient product that saved this aerospace customer in excess of \$1M in kitting bag costs.

RESULT

Further savings from other product programs within the same aerospace manufacturer are expected over the next few years. Additionally, Stellar Industrial Supply and Klein Tools won the 2019 AD Industrial & Safety Conversion of the Year Award in the MRO category for this project.

"Working in partnership with Stellar Industrial Supplies allows us to innovate more and deliver the best solutions in the marketplace, securing long-term relationships with clients that will continue to drive progress."

- Ron Smetana - Klein Tools, Inc. - V.P. North American Sales West



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**(800) 562-8258***Sustaining win-win partnerships for Stellar value.*

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