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Aerospace & Electronics Case Study
Process Improvement, Longer Product Life

Aerospace & Electronics Case Study

2024 DOCUMENTED COST SAVINGS: **\$35,668.52**PRODUCT CATEGORY: **Process Improvement,
Longer Product Life, Free Tools**

SUPPLY PARTNER:



CUSTOMER PROFILE

For over half a century, this technology-focused company has experienced remarkable growth in the aerospace, defense, industrial, and electronics sectors. Renowned for its groundbreaking and cost-effective solutions, the company's offerings span a wide range of applications. From major commercial and military aircraft to industrial turbines, targeting systems, and electro-optical devices, their products are integral components in various industries.

THE OPPORTUNITY

The customer has numerous facilities throughout the United States and works with a number of industrial suppliers. In the Southeast, Stellar has an ongoing relationship with the customer at a number of its facilities including its repair and accessories facilities. Stellar has provided vending solutions for well over five years and has, at times, been able to provide abrasive solutions when other suppliers couldn't.

SOLUTION

Previously, another supplier was providing sandpaper to the company in its Southeast repair facility. Upon review, Stellar supply experts recommended switching to 3M™ Blue Sandpaper 321U. Although slightly more expensive, it has a 2X longer life, making it much more economical in the long run. The company's production manager very quickly realized the value of the new 3M sandpaper and worked together with the Stellar team to show purchasing that the longer life span brought down cost significantly.

RESULT

As a result of the sandpaper switch, Stellar's Documented Cost Saving Program will provide the company over \$34K in cost savings in 2024. In addition to their cost savings on sandpaper, the company, through Stellar, was also able to take advantage of a free tools program offered by 3M from which they secured multiple free sanders within months of switching suppliers. Stellar will continue to provide valuable services and products to further improve efficiencies and profitability for the company.



STELLAR



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STELLAR



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Sustaining win-win partnerships for Stellar value.

STELLARINDUSTRIAL.COM