Metalworking Case Study
Atlas Copco

DOCUMENTED COST SAVINGS: **$11,821**

PRODUCT CATEGORY: **Testing & Tools**

REALIZED: **Longer Equipment & Tool Life, Price to Price Savings**

SUPPLY PARTNER:

MBT
MELTBLOWN TECHNOLOGIES

CUSTOMER PROFILE

Atlas Copco AB is an international industrial group that supports multiple market segments, such as automotive, construction, power generation and oil and gas. Atlas Copco Mafi-Trench Company LLC is located in Santa Maria, CA, United States and is part of the Atlas Copco Gas and Process Division making hydrocarbon turboexpanders for the geothermal, energy recovery and natural gas markets. Atlas Copco Mafi-Trench Company LLC has over 200 employees and is one of over 800 companies in the Atlas Copco Group which has 40,000 employees worldwide. Atlas Copco AB had revenues of about 10 billion euro in 2020.

THE OPPORTUNITY

Stellar Industrial Supply has worked with Atlas Copco Mafi-Trench since 2015, delivering annual documented cost savings and working to become more familiar with day-to-day operations through on-site support. Early in 2020, during the Stellar Performance Review, the team at Stellar and their supplier partners identified several opportunities to improve processes and deliver additional cost savings.

SOLUTIONS

The nearly $12K in annual documented cost savings for 2020 was achieved through multiple improvement opportunities including: on-site support of coolant testing and replacement which extended tool, equipment, and tank life while also making it easier for Atlas Copco Mafi-Trench to maintain proper coolant levels. The identification to regrind/recoat multiple carbide endmills up to three times verses buying new ones. Replacement of an absorbent pad that was equal in performance but almost half the cost. And finally, the ability to rebuild the internal components of a Riten Live Center on 4 units vs buying new.

RESULT

In addition to the bottom line customer approved documented cost savings, Atlas Copco Mafi-Trench also realized quicker turnaround times for both regrinds and rebuilds verses buying new. And, the coolant testing program eliminated potential chemical rash issues, further protecting their employees in the workplace. With greater yearly documented cost savings year over year, comes a greater commitment from both Stellar and Atlas Copco management to finds ways to work together in a win-win relationship.

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Sustaining win-win partnerships for Stellar value.

STELLARINDUSTRIAL.COM