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MRO Case Study
Hexcel Corporation
Product Cost Savings

MRO Case Study



2023 DOCUMENTED COST SAVINGS: **\$5,148.92**

ONGOING YEARLY DOCUMENTED COST SAVINGS: **\$15,829.85**

PRODUCT CATEGORY: **Product Cost Savings**

SUPPLY PARTNER:



CUSTOMER PROFILE

Hexcel Corporation is a global leader in advanced lightweight composites technology. Hexcel propels the future of flight, energy generation, transportation, and recreation through excellence in providing innovative high-performance material solutions that are lighter, stronger and tougher, helping to create a better world for us all. Their broad and unrivaled product range includes carbon fiber, specialty reinforcements, prepregs and other fiber-reinforced matrix materials, honeycomb, resins, engineered core and composite structures for use in commercial aerospace, space and defense, and industrial applications.

THE OPPORTUNITY

Stellar Industrial Supply has supported Hexcel Corporation with industrial supplies and process improvements for over 13 years. In 2023, after noticing a cost increase in their center pull towel dispensers, Account Relationship Manager Michael Davis recommended a review of other dispenser and supply options.

SOLUTION

Michael was able to secure a promotional offering through Kimberly Clark Professional to obtain new dispensers with a custom branded faceplate at a cost of \$5 per unit verses the \$166.99 retail pricing. Additionally, the new dispensers, are compatible with a paper towel roll that while marginally more expensive, has over twice the length, thereby greatly reducing overall roll consumption on a yearly basis.

RESULT

With the new dispensers and paper towel rolls, Hexcel not only saved over \$5K in acquisition costs but will also save nearly \$16K annually in towel replacement cost, not to mention additional janitorial labor savings. At the same time, the new dispensers have custom branded faceplates that reinforce "The 10 Golden Rules of EHS" (Environment, Health and Safety).

"Michael presented this to Hexcel, and we could see the cost savings there, so we moved forward with it. All I can say is 'Wow!' We were surprised how good they work and cost saving in towels that were previously being wasted. Additionally, the units look very nice with a custom safety message on their face plates. Even our cleaning person commented that she was surprised by the reduced usage of paper rolls and ease of operation to replace paper units. Nice Job Michael Davis/Stellar."

- Loren Dahl, Materials Coordinator, Hexcel

STELLAR



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Albany

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(541) 967-6814 Fax

Atlantic City

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Billings

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Memphis

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Sustaining win-win partnerships for Stellar value.

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