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Aerospace Case Study  
Honeywell Aerospace  
Process Improvements and Labor Costs

## Aerospace Case Study

2020 DOCUMENTED COST SAVINGS: **\$1,400,000.00**

**Honeywell** | AEROSPACE

PRODUCT CATEGORY: **Process Improvements & Labor Cost Savings**

### CUSTOMER PROFILE

*Honeywell Aerospace products and services are found on virtually every commercial, defense and space aircraft in the world. With an unmatched heritage of innovation that spans more than a century, their aim is to solve the greatest challenges CEOs, pilots, operators, passengers, finance, maintenance and cabin crews face – and transform the way we all fly. They deliver improved fuel-efficiency, more direct and on-time flights, safer and more comfortable travel and better flight planning and traffic management. They do this through one of the industry's broadest and most advanced portfolios including world-class engines, cockpits, cabin design, wireless connectivity and enterprise performance management services – even for emerging market segments like flying taxis, while providing world-class customer service, repairs and technical support.*

### THE OPPORTUNITY

Honeywell's Clearwater Florida facility has 7 production sites with approximately 1500 employees. Stellar Industrial has worked with Honeywell at their Clearwater facility for over 20 years and has a dedicated employee on-site supported but a team off-site. After continuous years of process improvements and Documented Cost Savings for Honeywell, the Stellar team suggested an overhaul of their existing 3 bid and a buy approach for their production supplies and certified bulk chemicals. Honeywell had been experiencing frequent stock outages, frustrated shipments do to lack of documentation, and long lead times that adversely affected delivery dates to their customers.

### SOLUTION

Stellar Industrial Supply took over the management and supply of Clearwater facilities' on-site Crib Master Inventory to support their line stock program. Stellar's on-site person manages procurement, purchase orders and order entry, receiving inspection, documentation, traceability, creating move orders, lab certification, labeling, and delivering material to the line stock areas for production use. By securing internal lab certification of materials for Space and Defense in 4 of their plants prior to acceptance and stocking, supply chain disruptions and stock outages were eliminated and the returns process greatly reduced.

### RESULT

As a result of the supply chain overhaul, Stellar's Documented Cost Saving Program provided \$1.4M million in customer savings in 2020. Stellar continues to provide valuable services and products that has allowed the Clearwater Site to grow from \$300M in 2010 over \$600M in 2020 and an estimated \$850M in 2021. Through continuous engagement in process improvements and on-site support, our partnership has become a strong Win/Win for Honeywell and Stellar Industrial with no end in sight.

*"Dan Irvine has been providing consistent, timely and accurate service for the Clearwater site for 25+ years. He is a dedicated professional and provides exceptional response to our frequent dynamic requests. Stellar is a true partner in our Clearwater Honeywell operation."*

- Steve Boreman, Honeywell Clearwater Workflow Lead



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*Sustaining win-win partnerships for Stellar value.*

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