

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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Aerospace Case Study
Kitting Bags**Tacoma - HQ**

711 E 11th Street
Tacoma, WA 98421
(253) 383-2700

Billings

2504 Overland Avenue
Billings, MT 59102
(406) 896-0066

Pittsburgh

1 Park Drive
Lawrence, PA 15055
(724) 743-2540

Spokane

2501 N. Farr Lane
Spokane Valley, WA 99206
(509) 532-9100

Denver

13782 E I-25 Frontage Rd.
Unit B-5
Longmont, CO 80504
(303) 424-4280

San Luis Obispo

755 Fiero Lane, Suite D
San Luis Obispo, CA 93401
(805) 543-5177

Everett

1106 Shuksan Way
Everett, WA 98203
(425) 259-9241

Eagan

990 Lone Oak Road, Ste. 124
Eagan, MN 55121
(877)646-4800

Sparks

955 S. McCarran Blvd. Suite 102
Sparks, NV 89431-6329
(775) 331-4370

Portland

12831 NE Whitaker Way
Portland, OR 97230
(503) 253-3100

Knoxville

3002 Industrial Pkwy W
Knoxville, TN 37921
(800) 232-9366

Tampa

7020 Anderson Road
Tampa, FL 33634
(813) 885-2343

Albany

1128 S. Commercial Way SE
Albany, OR 97322
(541) 967-8500

Memphis

3310 Commercial Parkway
Memphis, TN 38116
(901) 345-6001

Upland

2022 W 11th Street
Upland, CA 91786
(909) 946-8039

Atlantic City

10 Canale Drive
Egg Harbor Township, NJ 08234
(813) 885-2343

Phoenix

1819 W 3rd Street
Tempe, AZ 85281
(480) 550-3675

Ventura

1445 Donion St., Unit 3
Ventura, CA 93003
(805) 650-9528

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

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