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Metalworking Case Study
Ti Squared Technologies
Reconfigured 3M Belt Savings

STELLAR



DOCUMENTED COST SAVINGS: **\$56,358.50**

PRODUCT CATEGORY: **Abrasives**

REALIZED: **Price to Price Savings,
Longer Product Life Savings**

SUPPLY PARTNER: **3M**

CUSTOMER PROFILE

Founded in 1995, Ti Squared Technologies has continually grown into a full service titanium casting foundry serving partners worldwide. Their team of highly skilled professionals offer constant customer support to develop comprehensive casting solutions and consistently exceed customer expectations.

THE OPPORTUNITY

In 2019, Ti Squared Technologies moved into their new state-of-the-art facility in Millersburg, Oregon, more than tripling their previous footprint. Stellar and partner supplier 3M representative reviewed current product usage patterns for the new facility. Working together on-site at Ti Squared Technologies, they were able to identify a specific specialized abrasive belt that was an older model.

SOLUTION

Together, Stellar and 3M recommended a newer standardized model that not only is less expensive per piece, but also has a longer product life. The resulting \$56+K in DCS is just one example of Stellar's commitment to Ti Squared Technologies profitability in a relationship that has continued and expanded for nearly a decade.

RESULT

As Ti Squared Technologies continues to gain market share and expand it's workforce, Stellar is a trusted partner for on-going MRO process improvements, education and training and just in time supplies that drive profitability and reduce down time.

"Stellar has done a great job sourcing and finding products that have performed better than the current products we have used. We have recently implemented a VMI program with them which has helped save us time on ordering, and inventory verification. They are very open and will only source if cost effective for us."

- Joe Challe, Production Supervisor, Ti Squared Technologies

"Stellar Industrial has proven to be a great partner for me as a 3M Sales Representative. Their ability to identify cost saving opportunities for their customers and engage with 3M to assist with the execution provides a great value and service for all involved."

- Jake Quiring - 3M Industrial Customer Specialist



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STELLAR

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Sustaining win-win partnerships for Stellar value.

STELLARINDUSTRIAL.COM