

# Industrial DISTRIBUTION

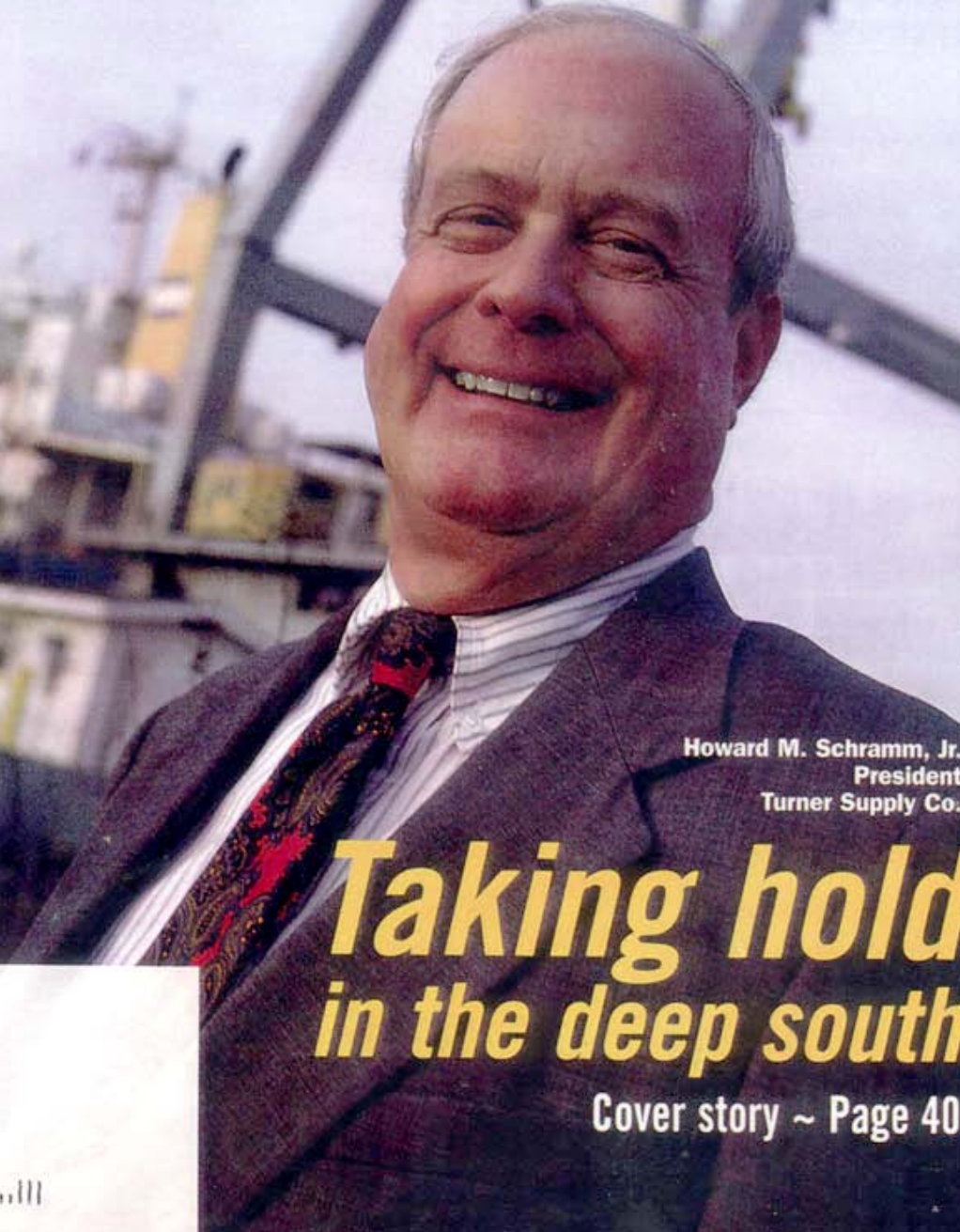
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Howard M. Schramm, Jr.  
President  
Turner Supply Co.

## *Taking hold in the deep south*

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# PARTNERING Pays

All Fasteners and Textron Fastening Systems help lighting customer simplify assembly

By **Peter Fretty**,  
Contributing Editor

While going through his customer ordering patterns in mid-September of 2000, a red flag went up alerting John Hohenfeldt, vice president of sales for All Fasteners, Inc. ([www.allfast.com](http://www.allfast.com)) to contact long-term customer Ruud Lighting. ([www.ruudlighting.com](http://www.ruudlighting.com)). It was time to talk about consolidation of fasteners with the Racine, Wis. lighting fixture producer.

Hohenfeldt knew consolidating would secure better pricing for his customer as well as reduce the confusion involved when numerous fasteners are necessary to assemble a product.

Scot Siebers, an industrial engineer at Ruud and Kevin Bryant, Ruud's purchasing and materials manager, were brought in and asked to decide where changes were possible and made economical sense. "The intent was to provide cost sav-

ings by identifying what fasteners could be standardized and consolidated to simplify the entire assembly process. Taking small steps and analyzing each application provided us with the freedom to recognize opportunities," said Bryant.

"Our initial target was to simplify all of the type "f" screws," says Hohenfeldt. Early on in the process, Hohenfeldt, Siebers and Bryant were able to eliminate three simple part numbers to realize annual savings of approximately \$7000. This brought the number of different "f" screws from 17 to 14.

The team then noticed that there was a possibility that some of the "f" screws could be replaced to not only save money but also improve performance. Knowing Taptite® screws could be the answer, Hohenfeldt arranged for representatives from Textron Fastening Systems ([\[www.inddist.com\]\(http://www.inddist.com\)](http://www.cam-</a></p>
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chasing personnel on a number of goals including cost reduction projects, product and blueprint reviews and the quarterly progress review of the platinum report with the customer.

As part of the program, All Fasteners generates a comprehensive report quarterly that outlines a performance rating along with progress on cost savings goals initiated in the previous meeting with the customer. The rating incorporates on-time delivery, quality, and the number of deliveries necessary to fill each order. By taking the time to review this information with the customer, All Fasteners has been able to enhance many of its business relationships.

The Ruud Lighting project was a result of the account manager's work with the customer to reduce fastener costs by consolidating part numbers of differ-

ent lengths, thus improving Ruud's ability to purchase at higher production levels from the screw manufacturers. With a desire to boost fastener performance, Ruud showed an interest in converting some screws from one style screw to another. Although such performance attributes are more difficult to document, overall cost savings in improved screw performance and enhanced product quality are expected over time.

Ruud has been a loyal customer for nearly 20 years — All Fasteners actually helped the original owners set up their first assembly lines. In 1997, Ruud abandoned its discrete order system, which laden them with costly in-house inventories, and implemented a Vendor Managed Inventory system — automatically shifting it to the platinum level. Today All Fasteners manages the vast majority of the fasteners used in their facility.

upon these ranges, the database selects the appropriate screw for each ballast/adder combination. Screw choices are now very simple

and consistent throughout the department and across all product lines. Over time, this system is hoped to significantly improve accu-

racy of usage forecasts. Eventually all members of the Product Support Engineering Department will use the database. ■

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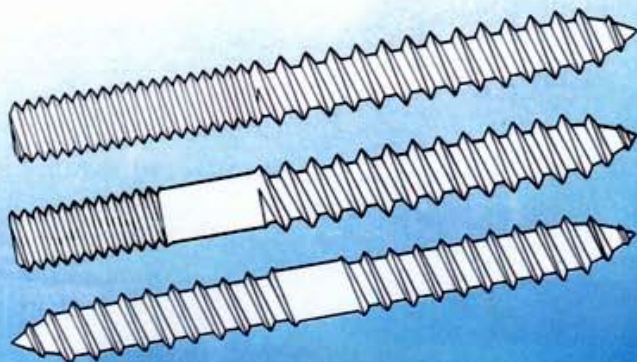
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