

Case Study

RS Components GmbH Saint-Gobain Sekurit Deutschland GmbH & Co. KG

Internationale Fachmesse
für industrielle Instandhaltung

M,O,C, München
18.-20. Oktober 2005

International Trade Fair for
Industrial Maintenance

M,O,C,
Messe München GmbH
Lilienthalallee 40
80939 München
Deutschland

Telefon (+49 89) 3 23 53-189
Telefax (+49 89) 3 23 53-197

info@maintain-europe.com
www.maintain-europe.com



Just-in-time delivery for maintenance and service of production facilities using the customer's e-procurement system

Sector

1. Service / Service supplies / Tribology
2. Workshop supplies / Workshop equipment

Industry Automotive supply industry

Brief description

- E-procurement for Saint-Gobain Sekurit Deutschland GmbH & Co. KG's production facilities in Stolberg
- RS Components GmbH to provide year-round and just-in-time distribution logistics for workshop, maintenance and service supplies for plants and machinery used to manufacture laminated safety-glass windshields

Tasks

To ensure just-in-time delivery of service and maintenance components and supply content for the Saint-Gobain online ordering catalog. Delivery must be made within one working day after order is placed. RS Components has more than 85,000 deliverable products that can be ordered online from its distribution center in Bad Hersfeld.

Preparation

As a content provider for the Saint-Gobain e-procurement system, RS Components provides information tailored to Saint-Gobain's exact needs in the desired format. New content is made available prior to the respective RS catalog period, which ensures that the printed catalog and the electronic RS catalog have identical content at all times. The purchasing system gives Saint-Gobain's employees access to all items available from RS, even those ordered in small quantities, at all times.

Cost reductions due to decentralized purchasing of maintenance supplies using e-procurement

Every second automobile in Europe has a windshield from Saint-Gobain Sekurit. One of the international suppliers' production facilities is located in Stolberg: Some two million panes of safety-glass leave the plant on the outskirts of Aachen each year. The plant's maintenance department keeps all systems running around the clock. Orders are placed with RS Components GmbH over an online system so that RS can respond quickly despite inventories which, for strategic purposes, are kept small. The tasks performed by the maintenance department at Saint-Gobain Sekurit in Stolberg "cover everything from ceiling to floor," explains Gerd Müller, Head of Materials Purchasing/Mechanics. Although strategically important replacement parts are kept in stock, the automotive supplier has also managed to gradually decrease the size of its inventory. At the same time that it was cutting costs in its warehouse, approximately two years ago the company also re-examined and optimized its acquisition processes for the maintenance department's content needs. Purchasing was decentralized and has been running over the Internet using cc-hubwoo's Agora system since August 2003. Within normal limits for small quantities of parts required on short notice, the maintenance team can order the technical products that it needs directly. "Instead of using green slips to place orders through Central Purchasing, the way we used to, the new system is much faster," explains Raimund Engels, Head of the Electricians' Shop. "It means less work for the Purchasing Department, and we no longer have to run back and forth submitting requisitions on paper," explains Mr. Mueller, a fellow worker.

RS Components GmbH belongs to a group of suppliers that provides content, i.e. electronic catalog content, that is incorporated into the Agora system. "For example, we place orders with RS for screws that we don't have on stock and for work-safety products," explains Mueller, "and we have always been very satisfied with the delivery times." Engels agrees, and cites an example from this workshop, i.e. ordering heavy-duty, modular, industrial connectors: "It didn't take any time at all." Saint-Gobain is very demanding when it comes to the speed and reliability of its suppliers in Stolberg because its manufacturing processes call for consistency. Its production facilities take flat glass produced at the neighboring Saint-Gobain Glass factory and shape it for the vehicle in question at approximately 800 °C. In many cases, this complex process also includes integrating additional functions into the windshield such as integrated heating elements or an antenna. Due to careful control of important process parameters and the need for reliable just-in-time delivery to renowned automobile manufacturers such as DaimlerChrysler, Volkswagen and BMW, maintenance is an important factor for adhering to delivery dates. With downtime costs of some 2,000 euros per hour, "the main thing is to keep the machines running."

Benefits

- Process costs minimized by e-procurement platform
- Management of purchasing processes was streamlined by the system that RS Components set up for the customer
- Production procedures are more reliable due to minimum downtimes, which are the result of faster deliveries and increased adherence to delivery deadlines.
- High availability of entire range of products at the RS warehouse

Customer

Saint-Gobain Sekurit Deutschland GmbH & Co. KG, Stolberg, is a subsidiary of the Paris-based Saint-Gobain Group, the second-largest manufacture of laminated safety glass for motor vehicles in the world and market leader in Europe. Saint-Gobain Sekurit is an original equipment manufacture of car glass and is also active in the spare-parts market.

Internet: <http://www.saint-gobain.de>

Contractor

RS Components GmbH is the German subsidiary of the internationally active RS Components Group, which is based in England. It supplies professional users with electronic, electrical, electromechanical and mechanical components for research and development, design, repair and maintenance on short notice and with a high degree of reliability, even in small quantities.

Internet: <http://www.rsonline.de>

Contact: Sonja Boldt, Advertising and Public Relations Manager
RS Components GmbH, Hessenring 13b, 64546 Mörfelden-Walldorf
Tel.: (+49 6105) 401-365, Fax: (+49 6105) 401-164
E-mail: sonja.boldt@rs-components.com

Maintain 2005

Munich International Trade Fairs celebrated the premiere of MAINTAIN, the International Trade Fair for Industrial Maintenance at the M,O,C, Event Center, from October 18 – 20, 2005. MAINTAIN is the only exhibition in Germany that provides experts and decision-makers in the processing and manufacturing industries with non-sector-specific information about modern solutions for the inspection, repair and maintenance of industrial plants and machinery. Thanks to practice-oriented reference projects, optimum market proximity is guaranteed. The fair examines the topic of industrial maintenance as a core competency and a factor of production. The exhibition is rounded out by forums and an up-to-date Internet platform.

Contact: Sonja Kreitmeier, MAINTAIN Press Officer
Messe München GmbH, Messegelände; 81823 München
Tel.: (+49 89) 949-20714, Fax: (+49 89) 949-20719
E-mail: sonja.kreitmeier@messe-muenchen.de
Internet: <http://www.maintain-europe.de>