

Grampian Fasteners

your partners
in productivity



Let us help your business focus on doing what it's good at.

Every minute you spend sourcing and buying the materials and tools you need is a minute you could have spent building, selling and adding value. Our approach is simple – we offer you the right product, at the right time, at the right price, with no fuss.

We think beyond the procurement processes and work with our customers to maximise the productivity in their operations. Savings can be made from how you order our goods, how you store them and how you use them. We share industry best practice as well as our real-life experience from other customers.

Contact us now to arrange a review of how we can work together and become partners in productivity.

CONTACT US

Grampian Fasteners

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DO YOU EXPERIENCE ANY OF THESE?

High Maintenance Costs
Lost or Missing Tools
Demotivated or Frustrated Staff

BUT YOU'D LIKE TO HAVE THESE:

Reduce Costs
Save Time
Increase Productivity

BEFORE



AFTER



Improving Your Productivity

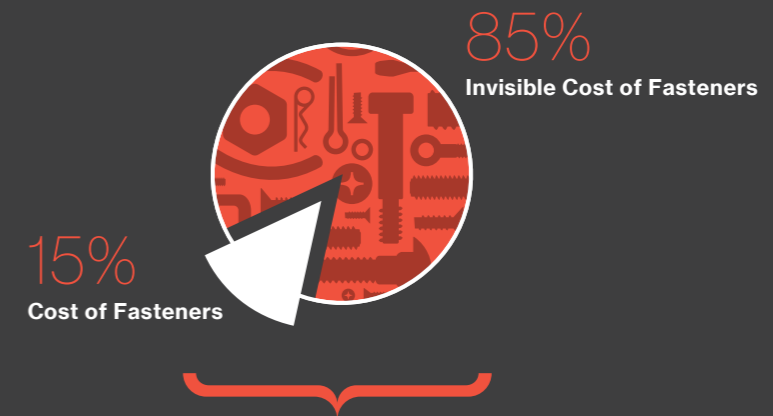
Did you know that only 15% of the total cost of ownership of fasteners is in the cost of the product itself? We always aim to be competitively priced but we are different to most suppliers because we also help you to save on the 85%.

Our process for improving productivity is simple;

- > We understand your business objectives as they form the basis of everything we do.
- > We review your procurement processes.
- > We review how you receive goods and their flow through your operations.
- > We review how you process invoices and arrange payments.
- > We produce a summary with recommendations.
- > We work with you to implement the improvements you select.
- > We make any necessary changes to Grampian Fasteners internal systems.
- > We review progress regularly to ensure you realise lasting benefits.

Our IT systems are developed in-house which allows us to make improvements quickly and adapt to your requirements. If one of our standard solutions doesn't work for you then we are happy to develop new solutions for you. We can pop out for a visit and will work with you to help eliminate wasted resources, time or efforts which will lead to a leaner and more efficient way of working. Everyone will be able to take advantage of these benefits; staff, customers and the business.

The **True** Cost of Fasteners



LOOKING AT COST REDUCTIONS?

See how **WE CAN HELP** with the **INVISIBLE COST OF FASTENERS**

BUYING related costs:

- Sourcing
- Ordering/Purchasing
- Paperwork
- Logistics – Transportation and Expediting
- Invoicing
- Payment

STORAGE/HOLDING Related costs:

- Storing – Holding Costs and Internal Handling

OTHER hidden costs that Grampian Fasteners can help with:

- Assembly
- Minimising Downtime
- Reducing Replacements
- Eliminating Mistakes



TAU Racing A CASE STUDY

We undertook a project with TAU (Team Aberdeen University) Racing to assist them with productivity in their workshop. We have been a partner and sponsor of TAU Racing for the last 8 years. Each year a dedicated team of students design, build, market and race a car to compete in the Formula Student competition held at Silverstone.

THE OBJECTIVE for TAU Racing was to help them to utilise the space in their workshop more effectively.

THE RESULTS from working with us and implementing a systematic '5S' approach were;

- > **Placing 6th out of 81 teams in the competition**
- > **Additional testing time as a result of increased efficiency**
- > **Enhanced workshop space**
- > **Improved safety in their workspaces**
- > **Decreased frustration**

IMPLEMENTING 5S WITH TAU RACING

#01 SORT

We carried out a review of the workshop and equipped the team to carry out a tool audit. This allowed them to identify which tools required replacing due to breakages or disrepair and which tools were not being used that frequently. Items were categorised with red stickers if they needed to be taken out of use or were not required, and green stickers for items most frequently used or acceptable and finally orange stickers for items that needed a repair or service. This allowed for space to be made and de-clutter completed.

#02 SET IN ORDER

Stage Two of the process was to 'Set in Order', which is for the tools and fasteners to be placed/organised in a way that best supports the team in doing their work, e.g. items frequently used are moved closer to the workspace that they are required in, items were clearly labelled and contained using simple tool control systems, colour coded bins or shadow boards.

"searching for lost or missing items has been eliminated"

Due to there being multiple departments within the TAU Racing team each of their tool kits were not only foamed to allow for tool control, but also labelled and each of the tools etched with unique identification markings for quick identification and use of the tool required. The toolkits are ideal mobile storage for all of the events that the team attend, such as Subsea Expo, Silverstone etc. allowing for quick and immediate access to the tools.

"marginal gains of time made by the team have allowed them to achieve an extra week of testing"

This reduced the time taken previously and searching for lost or missing items has been eliminated. Mistakes caused by misplaced items are prevented and accidents are avoided because there is adequate space for all operations. In previous years the team have had to work overtime on the car in their evenings and weekends, but due to the time saved this year the team haven't had to do

this once. All of the marginal gains of time made by the team have allowed them to achieve an extra week of testing on the car which will make all the difference at their annual race at Silverstone.

#03 SHINE

Stage Three of our approach was to advise the team to 'Shine' the area which is essentially a scrub, sweep and straighten of the work area. Work areas that contain contamination such as dust, dirt or oil are prone to cause product defects, equipment and process malfunction, as well as safety hazards to employees.

Stage 3 identifies and removes these items, but also creates means for daily (or more frequent) removal. The 'Shine' stage allows the tools and fasteners to last longer and therefore reduces costs for the team. The changes implemented during this stage impressed the university so much that the principles are now being implemented by other departments.

#04 STANDARDISE

Stage Four allows for a 'Standardising' method to be put in place. Each of the teams has their own toolkit provided by Grampian Fasteners to allow for accountability for the cleanliness and upkeep of their area and equipment or tools. Without a clear standard, there can be no way to ensure accountability, monitor adherence or make improvements.

#05 SUSTAIN

The final stage is to 'Sustain' all of the process. We continue to work with TAU Racing to ensure that further improvements can be identified, made and that they continue to receive the benefits from working with us as Partners in Productivity.

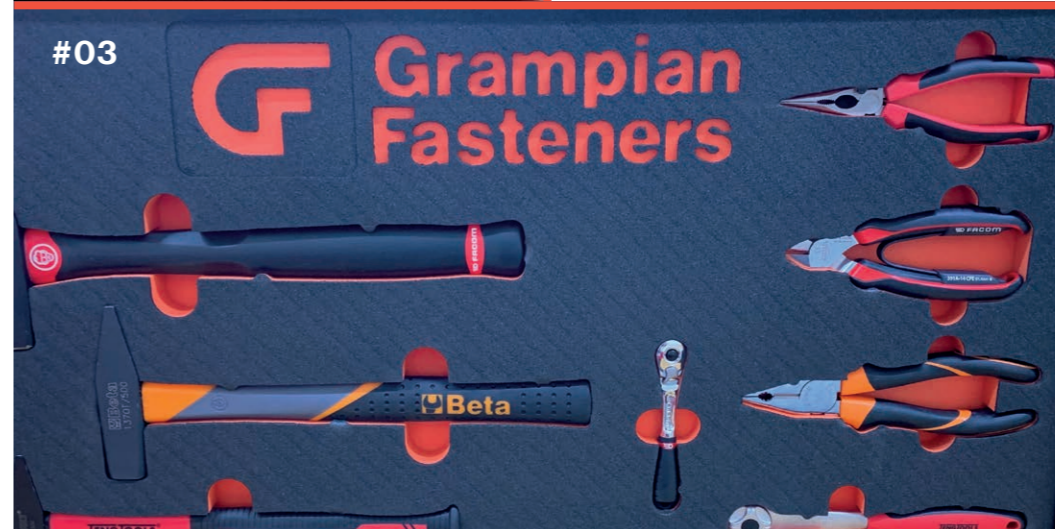


Tool Solutions

Have you ever found yourself in the position where you don't have the right tool to hand at the time of needing it, had to go looking for it or buy new tools continuously to replace missing, lost or damaged tools. All of these issues lead to work being on hold, delayed or unfinished, picking being inaccurate, inventory being low or work not even able to begin. These processes being slowed or stopped have major implications on the money and time spent to complete a job and on work in progress.

Tool management is essential to keep tools in good condition and handy for productivity and growth. We have a number of tooling management solutions that will meet your requirements from standard tool control through to custom options.

- #01 CUSTOM FOAMED**
Create your own foamed tool tray to keep your tools structured and organised. These can be wall-mounted, placed in tool cases, trolleys or kits. The custom foaming can be branded and made to measure.
- #02 STANDARD TOOL CONTROL**
Tool security and complete inventory management. Using standard tool control will allow for a much more organised and highly efficient working environment.
- #03 SHADOW BOARDS**
The aim of the shadow board is to achieve an organised workplace where tools, supplies and equipment are stored in appropriate locations close to the work area or work stations.
- #04 TETHERED TOOLS**
Have all of the tools you require for the job to hand. Prevent lost or dropped tools to ensure safety and to save money.
- #05 MOBILE STORAGE**
Storage solutions which allow for convenience, having the tools you require close to where you work saving you time.
- #06 TOOL ETCHING**
Unique markings etched onto tools for quick identification.



Our Brands

At Grampian Fasteners we aim to deliver a wide and varied range of Hand Tools from leading industrial brands – delivering the best mix of performance and value.

We work with the most experienced and respected hand tool manufacturers in the world that offer the highest quality products. We have carefully selected these brands to ensure that the products and hand tools meet the demand of your business.

We work closely with our suppliers to ensure that we maintain an adequate stock of the most sought after products and to offer these at a competitive price.

With access to technical support from all of our suppliers we are able to help you to make an informed decision on the items you require and to choose the best tool for the job.



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