

Case Study

Bearings



Summary



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|------------------------|-----------------|
| Industry: | Automotive |
| Application: | Conveyor spares |
| Actual Saving: | £1,800 |
| Payback Period: | Immediately |



OEM spares replacement

ERIKS replace OEM spares with Fenner

ISSUE

ERIKS were requested to provide a large number of spares from an OEM conveyor builder. The information given was limited and the references were OEM biased. The prices quoted from the OEM seemed high and ERIKS were confident they could provide the customer with a better deal.

SOLUTION

ERIKS ordered a limited number of each part from the OEM to form the basis of a sample. Once the items arrived on site, ERIKS identified a number of iron ware products which could be supplied from the Fenner range. ERIKS are an authorised distributor of Fenner in the UK with a technical function to support the range. Not only did ERIKS identify the parts and pass on savings with a superior product but they identified duplicate parts which the OEM had different references for.

OTHER BENEFITS

- Cost reduction
- Reduced lead times
- Removal of duplicates
- Reduced inventory

FURTHER COMMENTS...

ERIKS provided FENNER products with reduced lead times, costs and inventory.

MORE INFORMATION

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know-how makes the difference

ERIKS