

## CASE STUDY

# ANIXTER HELPS A MODULAR BUILDINGS COMPANY INNOVATE ITS PRODUCTION PROCESSES



## SUMMARY

### Customer

Modular construction manufacturing facility

### Challenge

Consolidation of adhesives product ranges

### Solution

- Rationalisation of adhesives products
- READY!™ Material Management Services

### Benefits

- Removed risk
- Increased credibility
- Lowered total cost of production



Anixter has a temperature-controlled environment for storing adhesives to make sure the products are in optimum condition.

### Customer Challenge

One of the U.K.'s largest manufacturers of modular constructional buildings approached Anixter with a bill of materials that contained more than 100 adhesives and adhesive-related items from 36 suppliers.

Anixter is recognised in the OEM and MRO marketplaces for offering a variety of quality adhesives, sealants and tape product solutions, in addition to:

- Technical knowledge and support
- Unbiased approach to identifying optimal production solutions
- Innovative supply chain solutions
- Product availability

The manufacturer needed a standardisation and rationalisation solution to minimise the potential of using an unsuitable product on a specific floor application. If an unsuitable product was used on an incorrect application, it could potentially lead to a quality complaint later in the finished component. To offer an unbiased yet technically competent response, the customer asked Anixter to work in conjunction with the manufacturer's production director and work within the guidelines of the company's quality guidelines.

### Anixter Solution

The manufacturer and Anixter undertook a comprehensive site audit of all the products and applications across the production processes. The on-site audit identified all the applications and the products used. Anixter identified solutions by understanding the on-site application issues and understanding the life cycle of the finished product, balancing the extremes in which the product was required to perform. After understanding the customer's challenge, Anixter proposed a standardisation and rationalisation package with a determined timeline that was achievable, realistic and agreed upon by both parties.

Anixter undertook three objectives to meet the manufacturer's goals:

- Reduce the duplication of similar products with different cost structures
- Significantly reduce the amount of suppliers without impairing the quality of the products
- Maintain a minimum, cost neutrality

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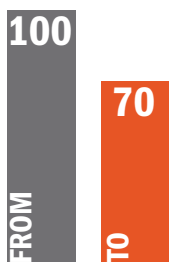
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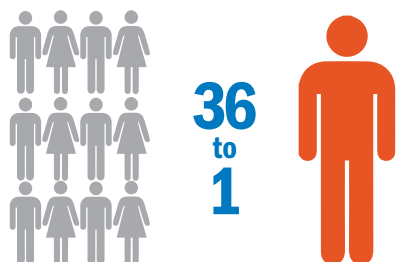
### Project Results

Anixter compared the performance of the products used on site and presented its findings to the manufacturer's production, technical and commercial departments. Based on an analysis of each product's features and benefits, the departments were able to make a comprehensive decision on which products to use. This process alleviated the doubts of each department.

### Product Ranges



### Supplier Base



Anixter worked with the customer to optimise the supply chain model and shift the responsibility of the customer's current supply chain responsibilities to Anixter. Through its READY! Material Management Services, which delivers products to the point of use within the manufacturer's vast facility, Anixter was able to offer the following services to the manufacturer:

- Production process improvements
- Introducing market-leading products
- Bespoke slitting of adhesive tape products
- Decanting of liquid adhesives
- Kitting of adhesive products

NUMBER OF  
EMPLOYEES  
Approximately  
**8,900**

APPROXIMATELY  
**100,000**  
customers

APPROXIMATELY  
**525,000**  
products

#### ABERDEEN

Tel: +44 (0)1224 275680

#### BARROW IN FURNESS

Tel: +44 (0)1229 825871

#### CHESTERFIELD

Tel: +44 (0)1246 451600

#### COVENTRY

Tel: +44 (0)24 7646 5829

#### DISS

Tel: +44 (0)1379 643506

#### GLASGOW

Tel: +44 (0)141 445 2193/ Tel:+44 (0)1698 503810

#### LEEDS

Tel: +44 (0)113 244 0321

#### LIVERPOOL

Tel: +44 (0)151 355 2211

#### LUTON

Tel: +44 (0)1582 498900

#### NEWCASTLE

Tel: +44 (0)191 482 7660

#### PLYMOUTH

Tel: +44 (0)1752 341100

#### PORTSMOUTH

Tel: +44 (0)23 9286 5469

#### SHEFFIELD

Tel: +44 (0)1142 709300

#### WARRINGTON

#### DEFENCE & MARINE

Tel: +44 (0)1925 816166

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#### Anixter Wire & Cable EMEA Headquarters

Unit A, The Beacons  
Birchwood Park  
Birchwood, Warrington  
Cheshire, WA3 6GP  
Tel: +44 (0)1925 838658

#### Anixter Wire & Cable OEM Solutions Headquarters

Brimington Road North  
Chesterfield  
Derbyshire, S41 9BE  
Tel: +44 (0)1246 451600

1.800.ANIXTER | [anixter.com](http://anixter.com)



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