



CUSTOMER **LOVEJOY BY TIMKEN**

SOLUTION **CONTROLPOINT® INVENTORY MANAGEMENT,
METALWORKING SOLUTIONS, FLUID
MANAGEMENT, SAFETY**

The Lovejoy brand is recognized around the world as the premier supplier of flexible shaft couplings and other power transmission components.

They are a global leader in couplings, power transmission, hydraulic components, and tension and vibration management technology. They service the Power Generation, Waste Water, Food & Beverage, Pulp & Paper, and Steel industries.

They are certified under ISO-9001 International Standards for Quality Management. Their products are manufactured to the most stringent international standards which include AGMA, ANSI, SAE, DIN, JIS, and Imperial. They are also an accepted supplier of products that match military specifications.

To learn more about MSC's BNA, our unbiased process, and data assessment of your indirect supply chain, designed to identify customized solutions to **empower performance, generate savings and maximize profit potential**, call us at 800.645.7270 or visit mscdirect.com/solutions/mro-go

CHALLENGE

LACK OF INVENTORY VISIBILITY, HIGH CYCLE TIMES, & POOR MACHINE UTILIZATION

Conducted an extensive operational site assessment to identify opportunities to achieve this customer's goals for cost reductions, data visibility, inventory, and skills gap challenges.

Goals included:

- Improved Vending Solutions Technology – visibility, accuracy, usage
- Product Availability & Traceability
- Improved Supplier Communication & Service Levels
- Reduce cycle time, maximize machine utilization, utilize latest technology
- Achieve 100% Safety Compliance

SOLUTIONS

- ControlPoint® Vending & VMI solutions
- MillMax® testing to optimize milling operations
- TechMate™ for remote metalworking support
- Tool consolidation and improvement
- Carbide recycle and regrind programs
- SmartCompliance – Safety Hub App

RESULTS

\$154,300 savings projected year 1

Machining process improvements **valued at \$74,500**

50% reduction in requisition process through SAP

Progress on reduction of non-moving inventory – **down 68%**

Reduction to date in average cost per PO – **down 47%**

CONTINUOUS IMPROVEMENT

"Our partnership with MSC has helped us achieve our goals while unlocking many other opportunities through their BNA. They've helped us simplify our business through Vending and VMI. Engagement through their metalworking specialist has helped us improve productivity. MSC has been a phenomenal partner."

Adan Echeverria, Director of Operations