



The containers have replaceable labels, providing all relevant information at a glance. A purchase request is triggered with a scanner or RFID technology.

Image: Stauff

Shipment tracking in C-parts management

Kanban Monitor brings transparency

Customers who purchase components for hydraulic line systems from Stauff using the kanban process can view the delivery status of the goods at any time and place short-term orders with even greater ease, for example during peak periods. The internationally active full-line supplier with headquarters in Werdohl/Germany ensures all this with the Stauff Kanban Monitor.

Markus Dröge, responsible for Logistics Line Management at Atlas, the internationally renowned manufacturer of mobile construction machinery, sees the kanban system as an important factor for the successful cooperation with Stauff. He is responsible for procurement at the company's headquarters in Ganderkesee and two other production sites in northwestern Germany. This is where Atlas develops and produces excavators, handling machines and loading cranes for export to over 70 countries.

Atlas advertises their "first rate technology and high economic efficiency" as the basis for the success of its customers. It is obvious that economic efficiency also plays an important role in the company's own production processes. Markus Dröge summarises: "Kanban allows us to save several hundred hours of internal handling tasks every year." It also omits having to stock parts in-house, which would require predictive planning and appropriate storage capacities while binding capital.

And this is how the kanban service works: Stauff delivers different tube connection elements from the Stauff Line range to Atlas GmbH once a week as a standard, and additionally as required. Overall, the full-line supplier provides over 50,000 components in the field of fluid and line components, developed and manufactured in-house. Pre-assembled items can also be integrated in the kanban control loops. The principle is always the same: A rolling container

system provides the products just-in-time, directly at their assembly location.

The setup by Stauff customer service staff includes installing and configuring the kanban software, providing the equipment such as shelves, containers and scanners, and an introduction into the very easy handling for personnel: Ordered materials are delivered in small parts containers and then placed directly onto the shelves at the different workstations. When a container is empty, the worker scans its code. This automatically triggers an order, which is forwarded to the automated Stauff logistics centre in Neuenrade online. Here, new containers are filled with the corresponding products and prepared for delivery.

» With kanban, we save several hundred hours of internal handling work every year.«

Markus Dröge, Atlas

Plenty of savings: material management, reordering, costs

This simple and logical procedure allows users to reduce their process costs in purchasing, logistics and administration while being able to rely on punctual, demand-based deliveries. This is precisely the underlying principle and the main advantage of the replenishment principle first used by Toyota in 1947. Back then, kanban cards were used, while

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Everything ready for kanban ...

The Stauff kanban system can be scaled to virtually any size. The range that Stauff customers can receive through kanban is accordingly broad:

- Connection technology (tube connectors, hose fittings, flanges, couplings, ...)

- Fastening technology (tube and hose clamps)
- Measuring equipment (test couplings, adapters, ...)
- Control and shut-off equipment (ball valves, other valves, ...)

With Stauff Line, Stauff offers another range for individual, on-demand deliveries: Complete assemblies – usually pre-assembled, ready-to-install hydraulic lines – are delivered to the customer's assembly line on precision-fit load carriers just-in-time and just-in-sequence. This service is used by the manufacturers of standard machines (mobile and stationary) as well as by manufacturers of custom systems, and rolled out increasingly on an international basis. The worldwide Stauff bases are equipped with state-of-the-art machinery for this purpose, e.g. high-precision bending machines.



Image: Stauff

Over 50,000 standard components from a single manufacturer

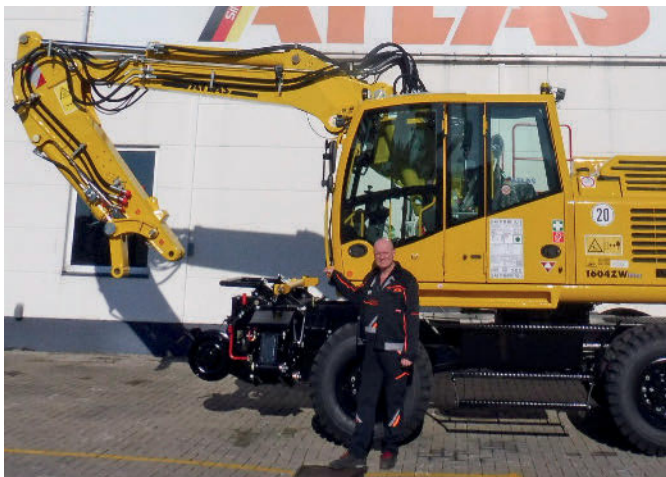


Image: Atlas

Markus Dröge is responsible for the logistics line management at Atlas, an internationally renowned manufacturer of mobile construction machinery.

today it is e-kanban, because the entire process is electronic – controlled with scanners, barcodes and kanban software.

The advantages of this principle are also evident in the assembly of construction machinery at Atlas.

Markus Dröge: “We can do away with a whole lot of tasks. I do not have to bother the purchasing department and trigger an order there, for example to reorder hydraulic fittings. And I don’t have to chase up materials and can rely on the workstations always having exactly the material quantities they actually need.” A crucial aspect for him is the reliability – and the fact that they can also individually react to peak demand, fluctuating order levels or irregularities in other areas of the supply chain.

Manuel Träger, Customer Success Specialist at Stauff, is responsible for looking after the kanban customers and the interface to the colleagues at Stauff Digital and the IT department. A new tool was developed together with the customer – the new Kanban Monitor. It is an important step from a user perspective: “Our customers can now view the status of individual containers during the delivery process online at any time, including the availability for



Frequent reservations regarding the kanban system

Although the advantages of the kanban system are obvious and many companies have been using it for decades, many users still have reservations. Stauff, however, can counter the most common objections with facts that support the introduction of kanban.

As a kanban customer, I will be dependent on one supplier.

Stauff: Of course it is an advantage to use the entire supply chain from a single source. Our customers are free, however, to use other suppliers at any time.

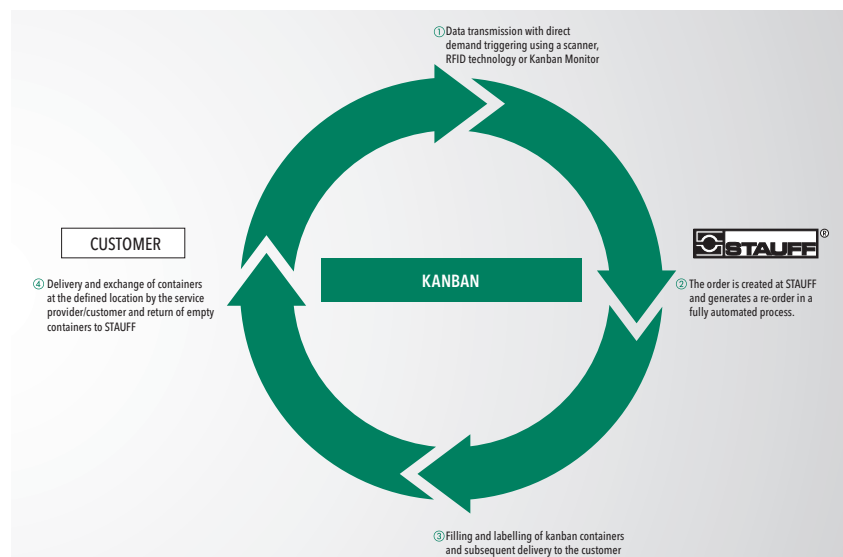
I will be dependent on the technical equipment that is provided to me.

Stauff: No. If, for example, a scanner is defective, the user can simply use the Kanban Monitor to reorder – in 24/7 mode and, thanks to the optimized website, even with a mobile device.

My value chain will become more complicated if also use the kanban system with manufacturers of other product groups.

Stauff: Once again: No. Our kanban system can also be integrated into existing shelf systems of other suppliers. Only Stauff containers can be reordered with a Stauff scanner. The containers are also marked with our logo, which ensures clear allocation. **Kanban is only worth it if I buy large quantities.**

Stauff: Regular turnover of the containers is required for kanban. Nevertheless, individual customer solutions can also be developed for smaller turnover volumes and frequencies.



re-ordering products. Manual inquiries are no longer necessary and handling becomes so much easier."

But, most crucially, the Kanban Monitor increases transparency, which is particularly important to Manuel Träger based on his experience in customer service. "In practice, the processes at an assembly line always vary. It is therefore an advantage to have an overview at all times and to be able to individually control the delivery cycles."

The controlling option is another aspect of the transparency in the value chain, added by the consistent digitalisation of in-house processes. The kanban full service also includes analysing and documenting consumption, detailed monthly evaluation of the turnover frequency for all containers and articles if required, suggestions for stock reduction or increase by adding more containers or removing articles with the aim of streamlining the range.



Image: Stauff

Manuel Träger, Customer Success Specialist (centre), and his colleagues support the setup at the customer.