



e-TradeWay

low maintenance, cost effective and reliable
supply chain solutions

NEWS RELEASE

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KLM UK ENGINEERING TRACK STOCK WITH NEW TECHNOLOGY

Established chemical supplier to the airline industry Kemfast with newcomer e-TradeWay's innovative supply chain solutions have been endorsed by industry leader KLM UK Engineering with a projected annual saving of 15% on the cost of their commercial items.

The partnership has helped the KLM Royal Dutch subsidiary overcome a basic supply chain problem generic within the aerospace industry – tracking and controlling minor commercial items, like for example masking tapes and drill bits.

Now, due to the installation of three e-TradeWay vending machines and their state-of-the-art touch screen data terminal, previously un-logged items are being tracked easily.

In the four months since installation KLM UK has seen a 95% reduction in commercial items being issued across the Stores counter as they are now dispensed using the vending machines. This has freed up valuable time within stores and reduced the waiting time for engineers being served as they can now get items instantly from the vending machines.

The project has been so successful KLM UK Engineering are in discussions with Kemfast and e-TradeWay about additional machines to support their increasing capacity for aircraft maintenance as well as making further improvements in the supply of parts from the vending machines.

Kemfast aerospace general manager Paul Watering said, "After talking with Colin Gamson at KLM UK Engineering about his concerns regarding commercial stock control it was obvious we needed to offer something other than competitive prices in order to win the business. This prompted me to begin discussions with e-Tradeway. Working together we have been able to provide KLM with a system that meets, and I believe exceeds their initial requirements."

e-TradeWay director Martin Onley said, "Our experience in supply chain management has shown that there is a serious issue for businesses in keeping tabs on their stock movement, that mistakes do happen and that this can have an impact on efficiency and profit.

"We set about devising a system which is completely new and unique using what we've called our dedicated communications highway. The secret is in its visibility – a visual one-stop-shop."

KLM UK Engineering's Materials Manager Colin Gamson said, "The data obtained allows analysis to be made on what is being used, on what job and by which engineer - this is unique for commercial items. This has allowed decisions to be made on stock range parts, pre-ordering for high usage items and identifying who has had what, for example safety equipment."

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Colin Gamson continued, "The whole process, the vending machines and working with Kemfast and e-TradeWay has made improvements to the way our stores works and ultimately in how it supports production.

"In addition to savings in time and improvements in efficiency current estimates indicate that the system could save KLM UK Engineering 15% a year on the cost of commercial items. Even though items are more readily available through the vending machines engineers are thinking twice about what they are using which ultimately provides a saving to us."

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About Kemfast

Kemfast Aerospace is Europe's leading stockist and distributor of chemicals, consumables and workshop materials.

Kemfast provide supply chain solutions through an array of support programs including managed and consignment stocks, vending and on site support

About e-TradeWay

Our innovative supply chain management and IT system solutions use secure internet methods to create a dedicated economic communications highway.

We increase efficiency and profitability by making supply chain activity visible. We let businesses see what is happening from stock issues and handling, through stores to source of supply.