

# OVERCOMING CHALLENGES TOGETHER

Handling screws and fasteners, C-parts managers ensure supply of some of the most basic elements in the industry. But how can supplies be secured in times of raw material shortages, limited transport capacities and anti-dumping duties? How do we overcome bottlenecks with safe supply chain management and high quality connections? **Ferdinand Gross** provides its perspective...

**W**hether in healthcare, in the energy sector or in basic foodstuffs – the corona pandemic and now the war have abruptly brought the topic of basic services into focus.

We realise that under certain conditions, any infrastructure can come under pressure and it is better not to take anything for granted. Unfortunately, this also applies to the industrial supply of C-parts, where a threatening mixture of capacity bottlenecks and skyrocketing prices in the transport and in the manufacture of raw materials, preliminary products and semi-finished parts has formed in the last year and a half.

As if all that weren't enough, the European Commission's anti-dumping tariff is yet another hurdle: With up to 86.5% tariffs on Chinese fasteners made of iron and steel, this important procurement market for Europe will fail in the future and the extremely tense supply situation will increase further tighten. More than ever, we are therefore asking ourselves how we can ensure that our customers are supplied on time, even under the most difficult conditions.

## A question of the system...

As the market-experienced C-parts specialist with over 150 years of company history, we at Ferdinand Gross rely on active, customer-specific risk management. There is a four-stage cycle process behind Safe Supply Chain Management. It starts with the customer-specific identification and communication of C-parts that are at risk of bottlenecks.

Strategic procurement options are then developed and, together with the customers, rated. In the case of a single-source strategy, this may involve adjusting supply contracts and stocking larger contingents, while in a multi-source approach, developing and accrediting new, ideally geographically dispersed, suppliers may be an option. After the implementation of the selected strategy the process finally moves to monitoring. Ongoing risk monitoring with regular briefings between purchasing, sales and customers keeps the entire process running and is the basis for the success of our Safe Supply Chain Management.

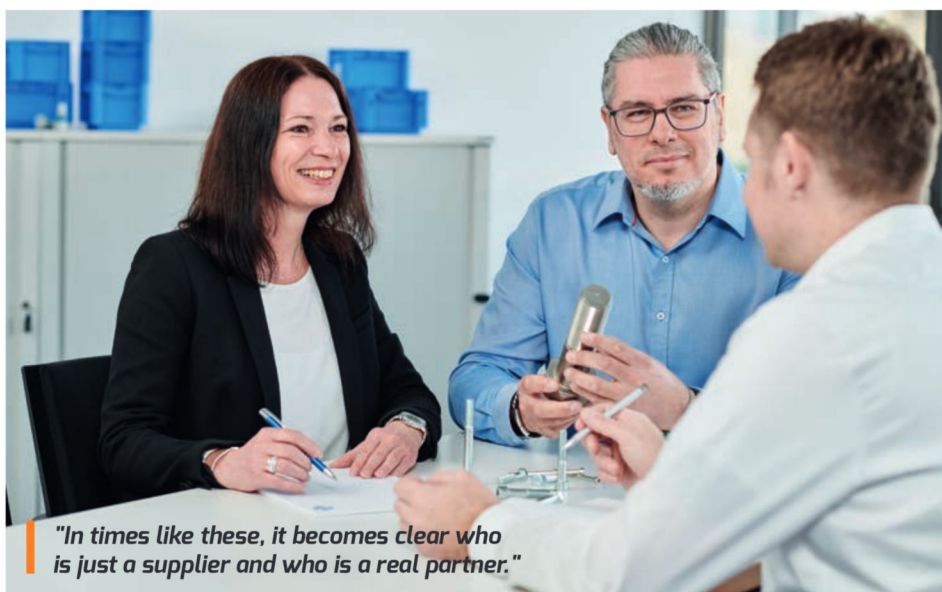
## ... and the spirit!

However, it would not go far enough to look at the issue of security of supply solely from the process perspective. No management tool in the world can completely exclude all risks or unexpected needs from the outset. And this is where the right corporate and relationship culture comes into play.

We like to talk about "High Quality Connections", because what applies to every screw and every connecting element also applies to the connection to our customers: it must be of such quality and strength that it can withstand pressure situations without any problems. For us, this means remaining uncomplicated even with complex problems, being honest about our own mistakes and looking for solutions constructively and flexibly. In order for our employees to be able to act as creative problem solvers, the right structures are of course required.

Individual freedom, short distances, uncomplicated decision-making processes – everything that has always distinguished us as an owner-managed, medium-sized company is turning out to be incredibly valuable right now. Because it allows us the type of trusting, flexible and cooperative partnership that makes our C-parts management crisis-proof and successful. Or as one of our long-standing customers put it quite aptly the other day: "In times like these, it becomes clear who is just a supplier and who is a real partner."

[www.schrauben-gross.com](http://www.schrauben-gross.com)



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## SAFE SUPPLY CHAIN MANAGEMENT

# ALWAYS PERFECTLY SUPPLIED

**Our holistic C-parts management not only ensures low process costs, but also maximum security of supply in turbulent times.**

From the early identification of potential bottlenecks to the development and implementation of strategic procurement options to ongoing monitoring – with our Safe Supply Chain Management we operate active risk management for all of our Kanban customers.



**ACTIVE RISK  
MANAGEMENT**



**EARLY  
IDENTIFICATION**



**MAXIMUM  
SECURITY**

Interested? Contact us

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