

HIGH QUALITY CONNECTIONS

— STRONG LINKS SINCE 1864



www.schrauben-gross.com





LOGISTICS

>98%
READY FOR DELIVERY

INDUSTRY FOCUS



MECHANICAL ENGINEERING



AUTOMOTIVE



PLANT CONSTRUCTION



RAILWAY TECHNOLOGY

AWARDS



AWARD FOR THE INNOVATION LEADER OF GERMAN MEDIUM-SIZED COMPANIES

EMPLOYEES

250
EMPLOYEES AT 6 LOCATIONS

CERTIFICATIONS



FACTS

15T

CUSTOMERS WORLDWIDE

BRANCHES AND FOREIGN COMPANIES

- > LEINFELDEN-ECHTERDINGEN (HEADQUARTERS - DE)
- > DRESDEN (DE)
- > TATABÁNYA (HU)
- > WROCLAW (PL)
- > PRAGUE (CZ)
- > ARAD (RO)

SUPPLIER OF THE YEAR OF DEUTSCHE BAHN AG

2x

100.000
STANDARD PARTS

25.000
CUSTOM PARTS

10.000
CUSTOMER DRAWINGS HANDLED

COST-EFFICIENT C-PARTS PROCUREMENT

UP TO 70%
REDUCING COSTS THROUGH KANBAN

FERDINAND GROSS

At the first glance?
A screw dealer with a storied tradition. At the second?
A primary supplier to industry. And for our customers?
A trusted partner helping to streamline production processes, improve cost-efficiency and allow them to keep their focus on core business!

ABOUT US

Who we are and how we create strong connections

pp. 4-7

C-PARTS MANAGEMENT

4 reasons for comprehensive Kanban solutions

pp. 8-15

BEST CASES

Successful examples of real high quality connections

pp. 16-21

PRODUCTS & SERVICES

Custom parts, services and our range in overview

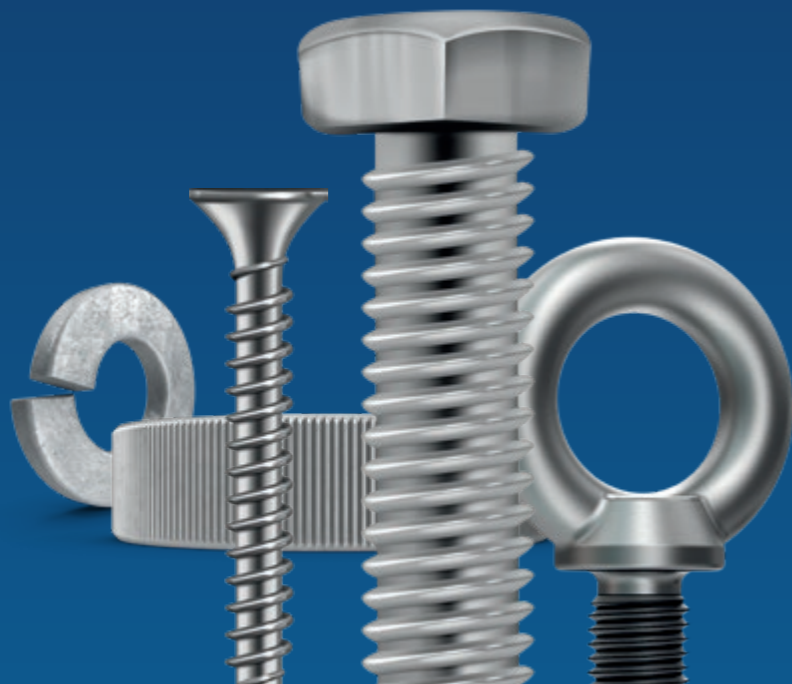
pp. 22-29

HIGH QUALITY CONNECTIONS

STRONG LINKS

High quality products, intelligent processes and above all outstanding relationships with our customers, partners and employees. That is what we call strong connections. We do everything we can to make them more trusting and dynamic, productive and inspiring than you would expect from an ordinary supplier.

ARE YOU READY FOR A HIGH QUALITY CONNECTION?



TRUST US
OVER 160 YEARS' EXPERIENCE
ENSURING SECURITY OF SUPPLY.



PRODUCTIVE
HOLISTIC. CONTINUOUS.
GUARANTEED COST-EFFICIENT.



DYNAMIC
INDIVIDUALISED SOLUTIONS.
FLEXIBLY IMPLEMENTED.



INSPIRING
PIONEERING INNOVATIONS.
MAXIMUM CUSTOMER-RELEVANCY.



WITH AROUND 160 YEARS OF HISTORY, WE ARE GERMANY'S OLDEST C-PARTS SPECIALIST. BUT WE ARE ALSO YOUNG ENOUGH TO ENTHRAL YOU WITH HIGHLY INNOVATIVE, TAILOR-MADE PROCUREMENT SOLUTIONS!

— GERALD HERING, THOMAS ERB
Managing directors of Ferdinand Gross GmbH & Co. KG



A FAMILY COMPANY. SINCE 1864.

We are Germany's most experienced C-parts dealer and, at the same time, a genuine family company in its fifth generation. Founded in 1864, we grew rapidly from a small Stuttgart ironmongery to a supplier to the royal court. Monarchies have come and gone since then, but our customers remain king. It is for them that we have developed into an internationally active specialist. Find out what we excel in as a C-parts partner and why it pays off to set up strong links with us!

1

BORN DEALERS

- Around 160 years' experience
- An excellent network
- Global sourcing solutions for standard and custom parts

2

PASSIONATE TECHNICIANS

- Experts in all relevant production technologies
- Specialists in all surfaces
- Experienced partners in product development

3

EXCELLENT LOGISTICIANS

- Consummate process specialists
- Optimisation of your C-parts supply chain
- In-house logistics with 98 % supply readiness and an ultra-modern multi-shuttle system

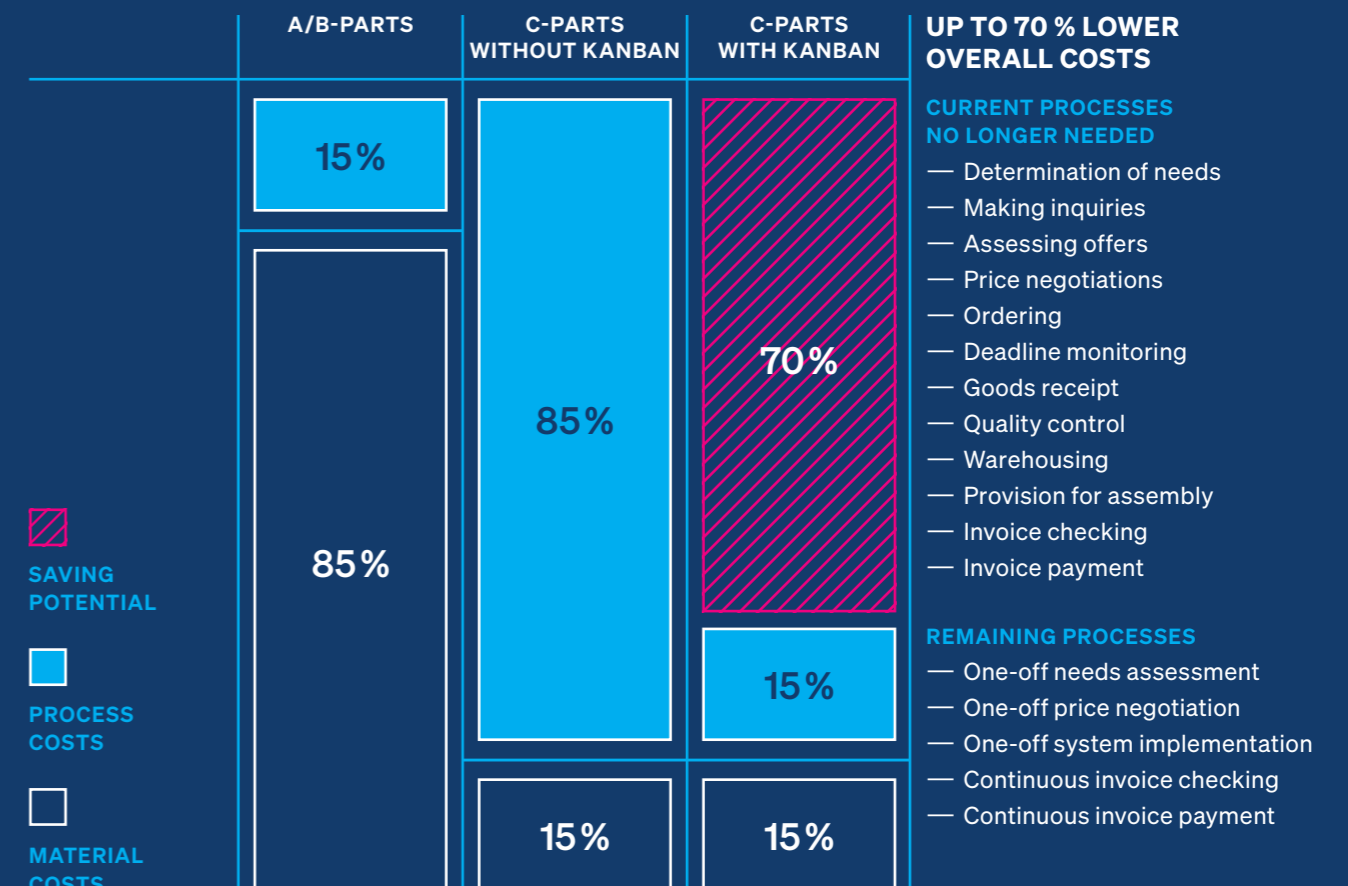
4 REASONS FOR COMPREHENSIVE C-PARTS MANAGEMENT

KANBAN - THE SUCCESS FACTOR



01 MORE COST-EFFICIENCY

More service, better security of supply and yet lower costs? What appears paradoxical at first sight is in fact the logical outcome of the special costing structure in C-parts procurement. Because in C-parts procurement, it is not the material but the process that forms the most significant cost block. With intelligent C-parts management, you can radically lower its share of the overall costs!



-  SAVING POTENTIAL
-  PROCESS COSTS
-  MATERIAL COSTS

02 MORE SECURITY OF SUPPLY

“Low cost” in procurement, “high cost” in terms of risk! C-parts can be low-cost products – but if a bottleneck arises, they become no longer available and production shuts down, the damage is just as serious as with a highly complex A-component. For this reason, in our strategic C-parts management, we detect risks relating to critical parts (particularly custom parts) early on and close any potential gaps in the supply chain in good time.



“Within a comprehensive Kanban solution, we get an overview of your C-parts range, your quantities and preferred supply intervals – meaning we can offer the best possible security of supply where your C-parts are concerned.”

— RALPH WITTUM
Head of sales, Ferdinand Gross GmbH & Co. KG

AVOIDING PRODUCTION SHUTDOWNS

Particularly with complex parts which have few manufacturers, as well as with custom parts, active risk management is extremely important in order to prevent production shutdowns.

THE BEST POSSIBLE SAFEGUARDS FOR YOUR COST STRUCTURE

With our Safe Supply Chain Management, you can work strategically and with an eye to the future, avoiding expensive, last-minute procurement carried out under pressure thanks to prior provisioning or multi-sourcing.

ENSURING QUALITY

Ageing machinery or neglect of QA by the supplier can endanger security of supply. The prompt development of alternative sources is part of our Safe Supply Chain Management.

01 CUSTOMER-SPECIFIC RISK IDENTIFICATION

- Does the customer follow a single-source or multi-source strategy?
- What parts are subject to risk and how extensive is the risk estimated to be?

02 WORKING OUT AND EVALUATING OPTIONS

- Single-source options (e.g. keeping large quantities in stock, adapting supply contracts)
- Multi-source options (e.g. developing other suppliers, ideally considering options for geographical spread)



04 MONITORING

- Continuous risk monitoring
- Briefings between purchasing, sales, customer

03 IMPLEMENTATION (RISK MINIMIZATION)

- Supplier approval process/accreditation
- Test runs also possible for more complex parts

A FLEXIBLY DEPLOYABLE DIGITAL COCKPIT

Originally developed for our customers' purchasing, FALCON has established itself in many departments as a valuable information platform thanks to its many functions.



03 MORE TRANSPARENCY

The exact warehouse location of each C-part or the annual purchase volume of each screw can be tracked in just a few clicks; meanwhile, the whole Kanban system can even be administered from a home office. FALCON makes it possible. With our revolutionary E-Kanban solution, you have full control of your C-parts procurement!



**FULL OVERVIEW,
CONTROL & MONITORING**



**BROWSER-BASED &
USER-FRIENDLY**



**ALSO AVAILABLE AS AN APP
FOR SMARTPHONE & TABLET**

THE MOST IMPORTANT FUNCTIONS

- overview of prices, container fill levels and consumption quantities
- visualisation of all storage locations with products and dates
- extensive alterations with a simple click of a mouse
- flexible orders and batch tracing
- online access to drawings and certificates



PRODUCTION EMPLOYEES

The integrated location plan gives a visual representation of all the Kanban shelves you have installed, saving time spent laboriously searching for them. Perfectly designed, especially for new employees!

QUALITY ASSURANCE

Extensive document management ensures that all test certificates are available for instant perusal.



CONSTRUCTION & ENGINEERING

Production drawing administration and an intelligent full-text search function prevents sprawl and keeps your C-parts range streamlined.



04 MORE FOCUS

With our C-parts management, you can not only reduce your costs but also increase productivity: you gain valuable time and can concentrate on your core business. And it doesn't matter if you are a large industrial client or a small family company with just a few employees. Because, thanks to our highly automated, digitalised processes and extensive portfolio of container solutions, control systems and service levels, we can achieve the perfect individual solution for every customer!



FLEXIBLE CONTAINER SYSTEMS AND CONTROL SYSTEMS

Whether it's a single, dual or multi-container Kanban, a Bluetooth, RFID, Smart Bin or FALCON app order triggering system – we use our extensive portfolio to design the perfect solution for your needs.

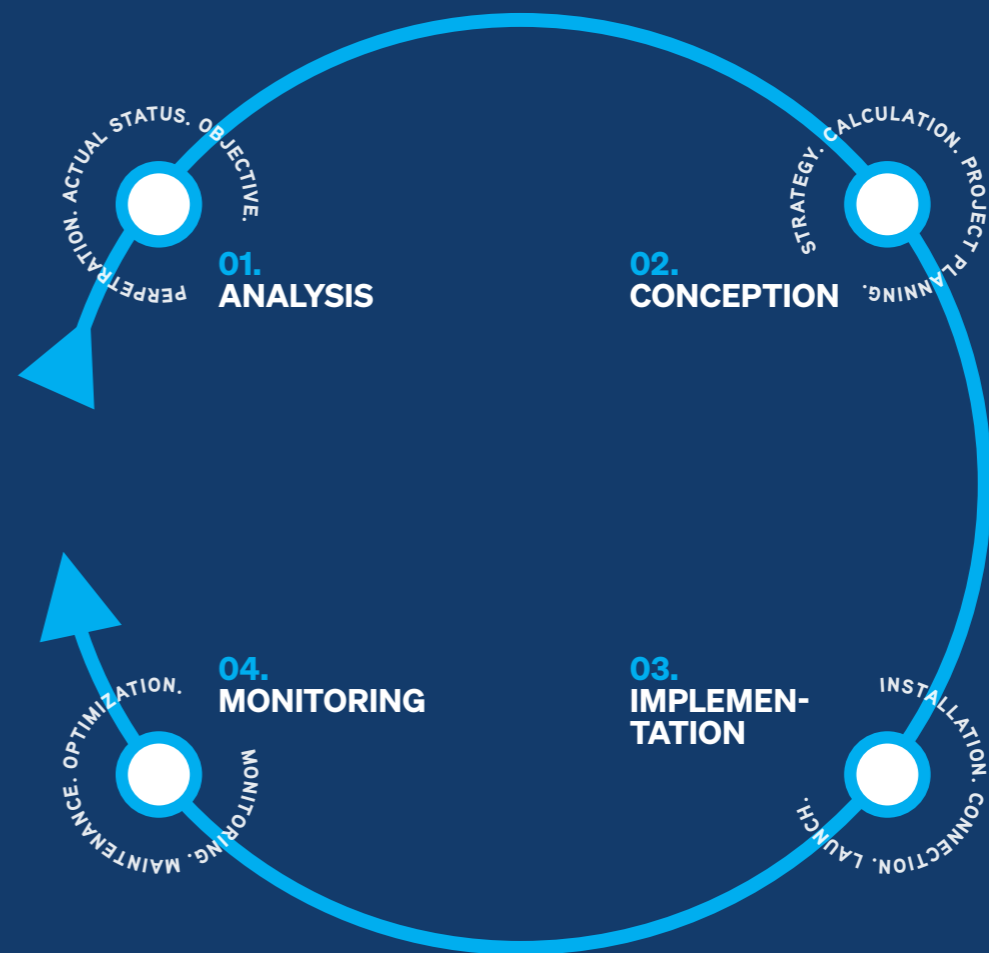


WITH OPTIONAL FULL SERVICE

With our in-house Kanban fleet, the "Kanban Express", we not only supply you with refilled containers and take away the empties, but can also shelve them for you and carry out running maintenance (e.g. cleaning, exchanging illegible labels, order triggering).

OUR PROCESS A WELL-ROUNDED SYSTEM

C-PARTS MANAGEMENT



01. ANALYSIS

Every company has its own structures and processes and thus its own individual requirements where C-parts management is concerned. We will collaborate with you to analyse your actual needs and thus lay the basis for a flexible, perfectly tailored procurement solution.

02. CONCEPTION

From the right Kanban container solution and the ideal order system to order picking and distribution solutions flexibly designed for you and the choice of a suitable service package: as an experienced C-parts supplier, we ensure comprehensive, fully thought-out solutions.

03. IMPLEMENTATION

Our project and service teams ensure seamless Kanban implementation. This covers, on the one hand, installation of the hardware, labelling and transfer of the C-parts, and on the other, integration in the ERP system and, as an option, to FALCON – our pioneering E-Kanban tool.

04. MONITORING

Your security of supply begins with the continuous maintenance of all Kanban hardware and runs all the way to strategic monitoring (Safe Supply Chain Management), by which we anticipate potential bottlenecks early on and adjust C-parts procurement to match.

UP TO ANY CHALLENGE

BEST CASE: KÄSSBOHRER GELÄNDEFahrZEUG AG

The “PistenBully”, with global sales of over 20,000, is now an essential feature of ski slopes worldwide. It stands for quality, reliability and durability despite extreme weather conditions and heavy use. Since 2012, we have supplied its manufacturer in Laupheim with high quality standard and custom parts, supporting this success story. As part of a comprehensive Kanban solution, we help manage 40 warehousing locations running all the way to the assembly line.

C-PARTS / YEAR

9.800.000



TOGETHER ON THE ROAD

BEST CASE: FENDT-CARAVAN GMBH

Thanks to maximised functionality, high quality furnishings and impressive quality, Fendt-Caravan has grown into one of the most successful German caravan manufacturers. As a C-parts partner of long standing, we accompany our customers on their journey to success, providing and managing over 3,700 Kanban containers to ensure ultimate security of supply in production. A particular highlight is the “Fendt Standard” that we developed together: an individual quality standard with C-parts that have been specially developed, tested and certified for the customer.

2+

MULTICONTAINER
KANBAN FOR
100 % SECURITY
TAKING UP LITTLE SPACE



34 million

SCREWS
PER YEAR

200



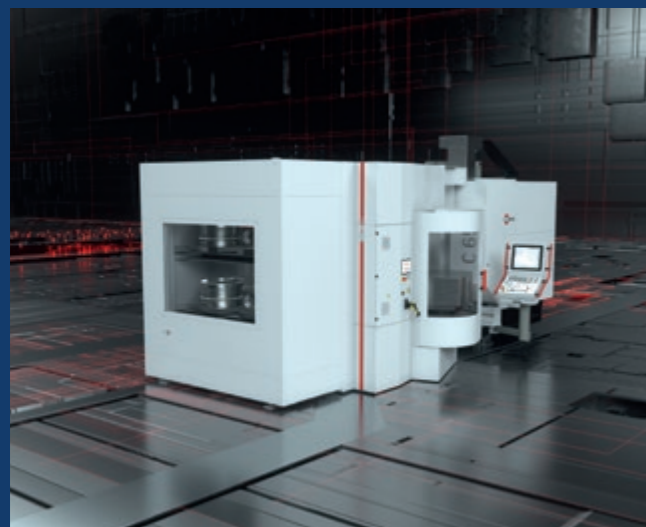
C-PARTS PER CARAVAN



A PARTNER FOR MECHANICAL ENGINEERING AND PLANT CONSTRUCTION

BEST CASES: MECHANICAL ENGINEERING

For around 160 years we have had our headquarters in Baden-Württemberg – a region that is home to around a quarter of Germany’s mechanical and plant engineers. We have been able to grow alongside many of them over the years, supporting them in their international expansion. Because when it comes down to the nuts and bolts, we are never far away.



HERMLE MACHINE FACTORY

With its machining centres, Hermle is an absolute pioneer in milling technology. And our collaboration with them has also always been innovative: already in 1999, we successfully helped them convert to Kanban, today administering over 1,360 products.

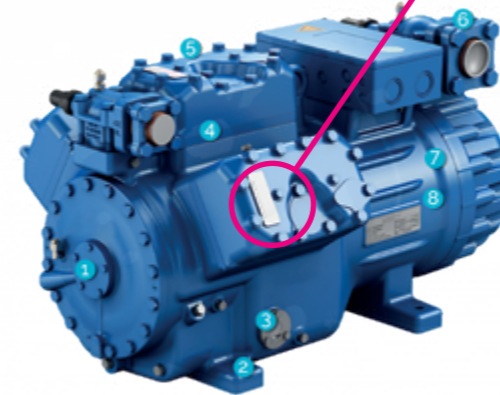
7.514

KANBAN CONTAINERS IN USE



441

SCREWS IN A SINGLE PRODUCT



> 7 million

SCREWS / YEAR

BOCK COOL EXPERTS

Bock GmbH is one of the leading manufacturers of compressors in the world and an innovative pioneer in industrial and commercial heating, ventilation and air-conditioning. Its main product alone contains 441 of our screws.

WOODWARD L'ORANGE

It was already in 2009 that we aided the company’s conversion to a cost-efficient, comprehensive Kanban solution. Since then, we have carried out twice-weekly supply runs to this technological leader in electronically controlled injection system solutions and motor components, administering over 3,900 containers.

2x

DELIVERIES PER WEEK





CUSTOM AND SPECIAL PARTS

Increased technical requirements often mean that customer-specific C-parts are needed. Currently, they make up over 40 % of our delivery volumes. We supply turned and milled, punched, bent and extruded parts in all materials, qualities and with any surfaces. You formulate the requirements; we define the manufacturing process and select the right supplier for you from our list of over 900 manufacturers certified to international standards!



TECHNOLOGICAL EXPERTISE

As experienced application engineers, depending on the material, geometry, quantity or assembly process, we will find the right manufacturing process in order to ensure the highest quality and efficiency from the very start.



QUALITY AND SECURITY OF SUPPLY

With the right warehousing strategy, including multi-sourcing if necessary, we can ensure that even complex individual parts are always available at the high quality our customers demand.



GLOBAL SOURCING

Alongside our traditional European suppliers, we have our own sourcing teams in the Far East, meaning we are able to offer attractive alternatives even for custom parts.

CUSTOM PARTS IN OVERVIEW

>10.000
CUSTOMER DRAWINGS HANDLED

>25.000
CUSTOM PARTS

>900
SUPPLIERS WORLDWIDE

40%
SHARE IN TOTAL DELIVERY VOLUME



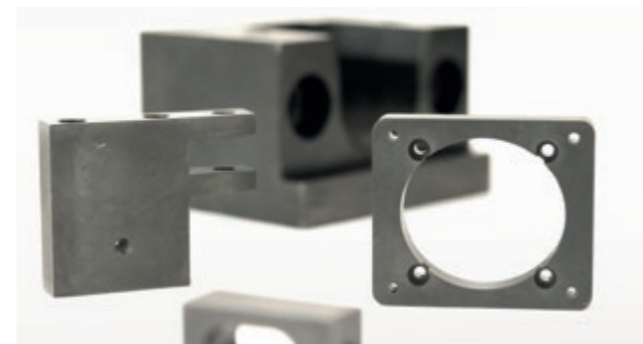
TURNED PARTS

We supply turned parts made of all free-machining, heat-treated, case-hardening or stainless steels that can be machined, non-ferrous metals and plastics. Manufacture is part-specific and cost-optimised to conventional or CNC turning machines. If desired, we can also supply our turned parts ready to install, with heat and surface treatment.



COLD AND HOT-ROLLED PARTS

Depending on the quantity and requirements, we produce cold and hot-rolled parts, if necessary, with additional subsequent chip removal processing. Special threaded parts are, as a rule, delivered in all standardised strength categories to ISO 898, many with additional corrosion protection as per the current regulations.



MILLED AND PUNCHED PARTS

Ready-to-use milled parts are provided in simple forms and with additional processing (boring and grinding to produce more complex geometries), made of any machinable steel or non-ferrous metal. We also work with cast and forged blanks. The range of our punched and bent parts runs from simple punched washers to complex bent and punched parts made with compound tools.



PARTS FOR ASSEMBLY

We take on procurement of the individual parts needed by the customer and assemble them into finished components. If necessary, this service can also include the use of the customer's own parts, alongside their packaging and delivery in specially designed transport containers. The range is supplemented by the provision of assembly kits whose contents are put together and packaged as needed.

YOUR REQUIREMENTS OUR PROCESS

CUSTOM PARTS: 5 STEPS TO YOUR SOLUTION

BRIEFING & REBRIEFING
01

- BRIEFING & REBRIEFING**
- Customer requirements catalogue (drawing or factory standard, sample, technical delivery conditions)
 - Checking the completeness of all necessary information
 - Material requirements check with any necessary conversion to international standards
 - Rebriefing of the customer's necessary sampling and approval process

MANUFACTURING PROCESS
02

- MANUFACTURING PROCESS**
- Selection of the correct technology, with consideration for the material, geometry and batch size
 - Proposal, if needed, of an alternative, more cost-efficient production process

SUPPLIER SELECTION
03

- SUPPLIER SELECTION**
- Selection from over 900 certified manufacturers
 - Drawing up of initial samples (optionally commissioning a preliminary series to check supplier quality in mass production conditions), sampling documents
 - Initial samples and document inspection by in-house labs and/or qualified and accredited labs. Handover of the samples and documents for approval

SYSTEM INTEGRATION
04

- SYSTEM INTEGRATION**
- Approval for mass production and delivery to Ferdinand Gross
 - Implementing the logistics concept

SAFE SUPPLY CHAIN
05

- SAFE SUPPLY CHAIN MANAGEMENT**
- Continuous risk identification
 - Working out and evaluating options (e.g. warehousing larger quotas or developing other suppliers)
 - Implementation (e.g. accreditation and test operation with additional supply sources)

METABO POWER TOOLS

BEST
CASE

HIGH QUALITY CONNECTION FOR DECADES

As a manufacturer of professional electric tools, Metabo is an absolutely reliable and trusted partner to trade and industry. And we, for our part, are also its long-term, reliable partner for comprehensive C-parts management. The custom and special parts we have designed and developed together play a special role here, making up a significant portion of each delivery.

STRONG GROWTH
IN CUSTOM PARTS

Both standard and customer-specific special parts are delivered each week in a rack used by internal production logistics to supply C-parts to a large number of assembly stations.

C-PARTS / YEAR

> 21.000.000



OUR SERVICES

Intelligent C-parts management, to us, is more than just transferring your C-parts range into a frictionless and capable Kanban system. With our services, we help you to continuously optimise your productivity, cost-efficiency and the quality of your C-parts procurement.

TECHNICAL CONSULTATION

Productivity and cost-efficiency often start with the ideal technical solution. As experienced applications engineers, we are very well acquainted with the tasks posed by our customers' development, construction and QA departments and can offer the most comprehensive support.



FINDING THE RIGHT SOLUTION TOGETHER

From the right technology to reengineering and workshops: find out more about our technical consultation.

“For our customers, we are more than just a dealer. We are an innovative C-parts specialist offering impressive, tailor-made solutions!”

— **THOMAS HERMANN**
Head of the technical department, Ferdinand Gross GmbH & Co. KG



CONSULTATION ON YOUR RANGE

With every new product you develop, your C-parts range is likely to increase. This often leads to lots of small orders with higher warehousing, processing and assembly costs. Together, we will analyse, standardise and streamline your needs.



FEWER PARTS. MORE STREAMLINED PRODUCTION.

Find out how not just to save costs with a smaller C-parts range, but also to make securing supply easier.

QA SERVICES

Quality is not only a promise for us, but a principle we live by every day, starting with the selection of certified suppliers and covering not just the product but also the entire surrounding logistics system. Alongside our extensive standard processes, our flexibly chosen customer-specific test processes are a particular highlight.



PERFECTLY TAILORED QA PROCESSES

There is probably not a single QA desire we cannot fulfil. Discover our individual QA services.



A WIDE RANGE IN HIGH QUALITY AND READY TO DELIVER

With over 100,000 standard and over 25,000 custom parts, we are one of the leading providers of high quality connection technologies. Our technical ranges and chemical products round out our portfolio and make us the ideal one-stop shop for our customers. All in the highest quality and always available thanks to 98 % readiness for delivery.

HIGH QUALITY CONNECTIONS
FERDINAND GROSS



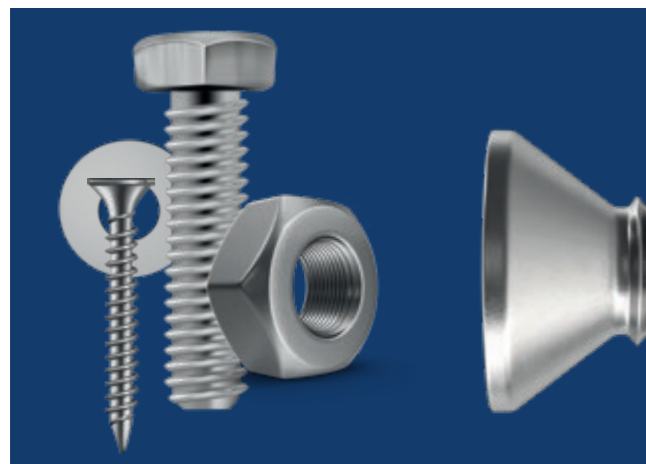
DOWNLOAD THE PRODUCT CATALOGUE NOW!

Technical product information and our comprehensive catalogue can be downloaded on our website.
www.schrauben-gross.com/downloads



TECHNICAL RANGES & TOOLS

As part of our comprehensive C-parts management, we are happy also to supply you with electrical and hydraulics components, ball-bearings, seals or full bags of parts for assembly. We will also be glad to provide you with nearly every tool modern connection technologies require. Alongside swaging tools, tongs and screwdrivers, we offer measurement devices, drills, taps and dies, cutting discs and workshop equipment.



CONNECTION TECHNOLOGY FROM A-Z

From anchors to Zykon bolts. Whether it's DIN standard parts, nuts, bolts or washers: we offer you all products related to connection technology. We also offer you corrosion protection through surface finishes and coatings.

CHEMICAL PRODUCTS GRIZZLY

In the "Grizzly" series, we have added chemicals to our range for the first time. Whether it's cleaning, protection or lubrication: now, you can receive chemical technical products from us in the highest quality. The range includes five different oils, lubricants and greases.



CUSTOM AND SPECIAL PARTS

Customer-specific C-parts made to drawings and specifications – custom parts for short – are gaining ever greater importance. They currently make up over 40 % of our delivery volumes. We supply turned and milled, punched, bent and extruded parts in all materials, qualities and with any surfaces. Our customers formulate the requirements; we define the manufacturing process and select the right supplier for you from our list of over 900 manufacturers certified to international standards!



RAILWAY-SPECIFIC PRODUCTS

Alongside mechanical engineering, the railway sector is a further key focus for us. We have been a supplier to Deutsche Bahn AG for many years. We are certified to do so to the quality and supplier status Q1 and were even awarded "Supplier of the Year" by DB in 2003 and 2016. In addition, we supply to other companies that manufacture or repair rail vehicles and are thus to be considered as an absolute specialist in railway-specific C-parts management.

At the first glance? A screw dealer with a storied tradition. And now, around 30 pages later? Hopefully, an interesting, potential C-parts partner whom you should talk to for a non-binding offer or advice. Why not come in and see us in person, or just telephone or send us a video call.

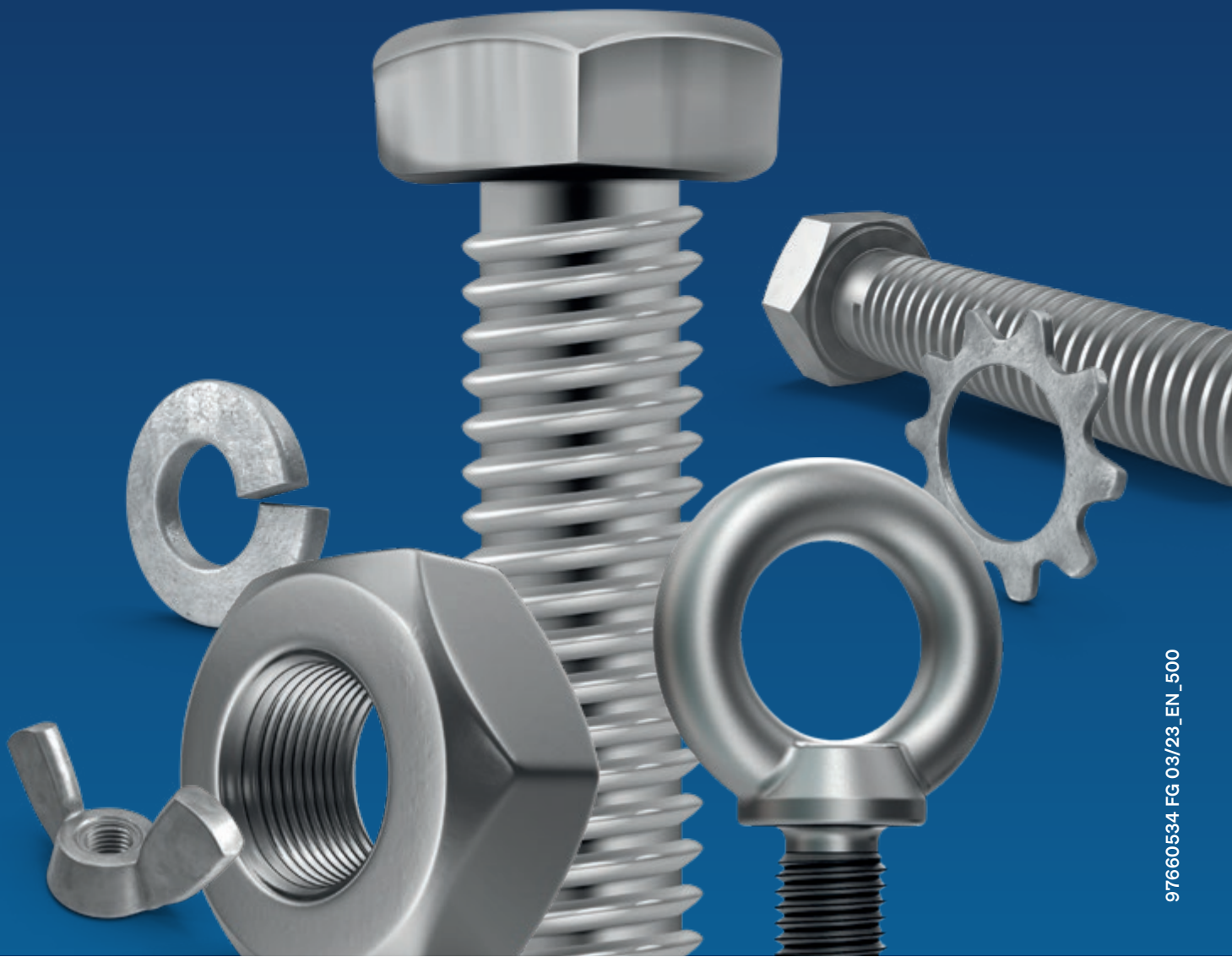
Get in touch!

LET'S MAKE A STRONG CONNECTION

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