



Falcon Focus

NEWSLETTER

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Besam Entrance Solutions chooses Falcon Metal as its Inventory Management Partner

Besam Entrance Solutions is a member of the ASSA ABLOY group, an organization of over 29,500 employees in 40 countries.

Besam's United States operations are headquartered in Monroe, North Carolina. Their main focus is on "designing, manufacturing, servicing, and providing automatic and manual doors for commercial entryways". Their business is in the midst of a significant growth trend.



Eric Ruple

Eric Ruple, joined Besam as a buyer in late February 2006. He assumed responsibility for over 1300 components. He recognized that he needed to streamline the purchasing process for low value components. After reviewing options, Eric chose Falcon Metal as Besam's partner. Eric's choice was based on some issues with current sources as well as his assessment that "Falcon's supply system, **FBIS**, would reduce our overall cost and time of managing the high number of low value components. It provides me the time to direct my attention to higher value activities."

It was agreed that we would approach the project as a series of phases. Phase 1 which was implemented in May, 2006, involved 13 high volume "specials" of threaded rod. Falcon's staff assumed the responsibility for providing these parts to the central storage point at Besam on a bi-weekly basis. This saved the time of the Besam staff in requisitioning, ordering, and material handling of the parts when received.

Phase 2 of the program representing an additional 156 parts was implemented in August. Falcon's staff set up a two bin system for these parts and immediately began a weekly replenishment process. Phase 3 and Phase 4 are currently in the planning stages. Other phases will be evaluated after implementation of Phase 4.

Eric's assessment of the results so far is "there has been a minor learning curve for both parties. Overall FBIS has yielded the benefits that I anticipated."

Anyone interested in pursuing the benefits of **FBIS** can contact Don Nowak in Charlotte.



Chris McCorkle