




# Fascination Fastening Technology

Bossard Ltd

**BOSSARD**

- 
- Profile
  - Lean Consumption
  - Products
  - Engineering
  - Logistics
  - Total Support

Bossard Ltd

**BOSSARD**

# Bossard Profile

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Bossard in

- America
- Asia / Pacific
- Europe



Head Office Bossard Ltd in Zug / Switzerland

# Bossard Profile

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## Global Provider of Fastening Solutions

Founded: 1831  
Family-Enterprise: in 7th Generation  
Public since: 1987

	Total	USA	Europa	Asia
Sales (in USD million)	519	153	280	86
Employees	1'812	301	961	550
Business Units	62	13	22	27

February 2013

## Core Competences: Systems, Elements and Methods

# Bossard Profile

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Your profit – our goal:

We support your economic and technical requirements by offering customer made solutions, helping you to a better and stronger competition position at higher safety – worldwide.



# Your Economic Requirements

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Increasing the  
ROI (Return on Invest) =

- Cost reduction
- Higher productivity

= «Lean-Consumption»



# Your Challenge

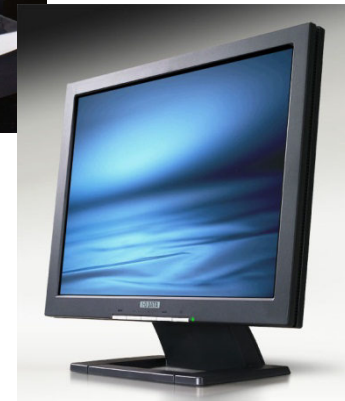
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Your product must be

- modern,
- reliable and
- available

and at the same time

- fast,
- flexible and
- cost-efficient  
producible



# The Logic Result

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Your product must be

- modern,
- reliable and
- available

- Intensify R&D
- Cultivate quality
- Improve logistics

and at the same time

- fast,
- flexible and
- cost-efficient  
producible

- Optimize own  
production and  
cooperation with  
suppliers



# The Logic Result: «Lean-Consumption»

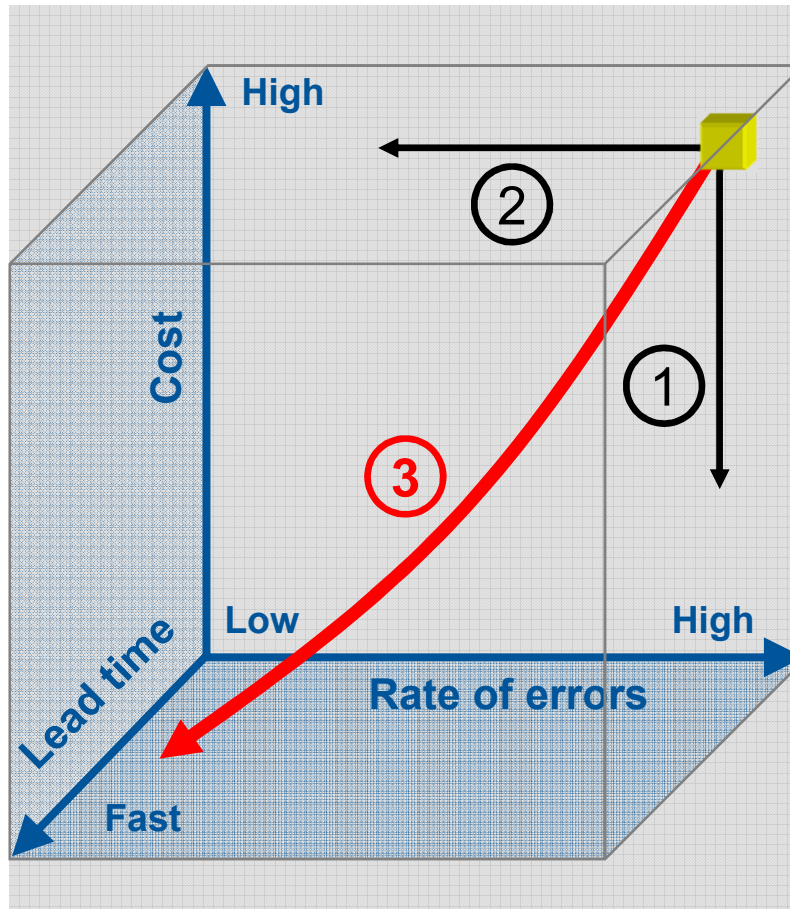
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«Lean-Consumption»  
is a principle for all  
processes within  
a company.

Intensify R&D  
Cultivate quality  
Improve logistics

Optimize own  
production and  
cooperation with  
suppliers

# «Lean-Consumption»



■ Initial position

① Cost reduction

② Error reduction

③ Optimizing processes

# «Lean-Consumption»

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«Lean-Consumption» is ...

- analysing the flow of processes
- eliminating the cost of the complexness
- reducing the rate of errors
- maximising the speed of the processes

At least 50%  
of all processes are activities  
with no added value



added value

no added value

# «Lean-Consumption» with Bossard

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- Intensify R&D:
  - Modern products for modern fastening technique
  - Simultaneous Engineering
- Cultivate quality:
  - Worldwide quality standards acc. to ISO 9001 / 2
  - Certified test laboratories
- Improve logistics:
  - Approved logistics systems
  - Automated supply chain

# «Lean-Consumption» with Bossard

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## Fastening elements, the world of Bossard

- You do not waste your time, because we deliver ...
  - what you need
  - as you need it
  - where you need it
  - when you need it
  - from one source
  - at competitive prices



➔ Your needs are our core competence

# The Core Competences

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The three comprehensive services



# 1st Core Competence

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The three comprehensive services



# Products

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## Procurement:

- a global procurement network
- of highly-qualified manufacturers
- with a special eye for quality
- with an absolute guarantee of supply



for all Standard and  
Special items



# The tradition of innovation

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When faced with a challenge, there are usually two ways you can react to it:

You can take it on or let it be. However, we at Bossard opted for a third way:

We turned the challenge into an opportunity.

With the «ecosyn» line of products we developed innovative fastening solutions. These high-quality screws and fastening elements are **economical** and **in sync** with the needs of our customers.

Smart, safe and efficient high-quality products borne from innovative engineering – our «ecosyn» line of fastening solutions will make it simple for you to turn challenges into opportunities. This is what we call simplicity at work.

This is what we call «ecosyn».

# ecosyn<sup>®</sup> line of products

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ecosyn<sup>®</sup>-drill

ecosyn<sup>®</sup>-fix

ecosyn<sup>®</sup>-lubric

ecosyn<sup>®</sup>-MRX

ecosyn<sup>®</sup>-grip

ecosyn<sup>®</sup>-plast

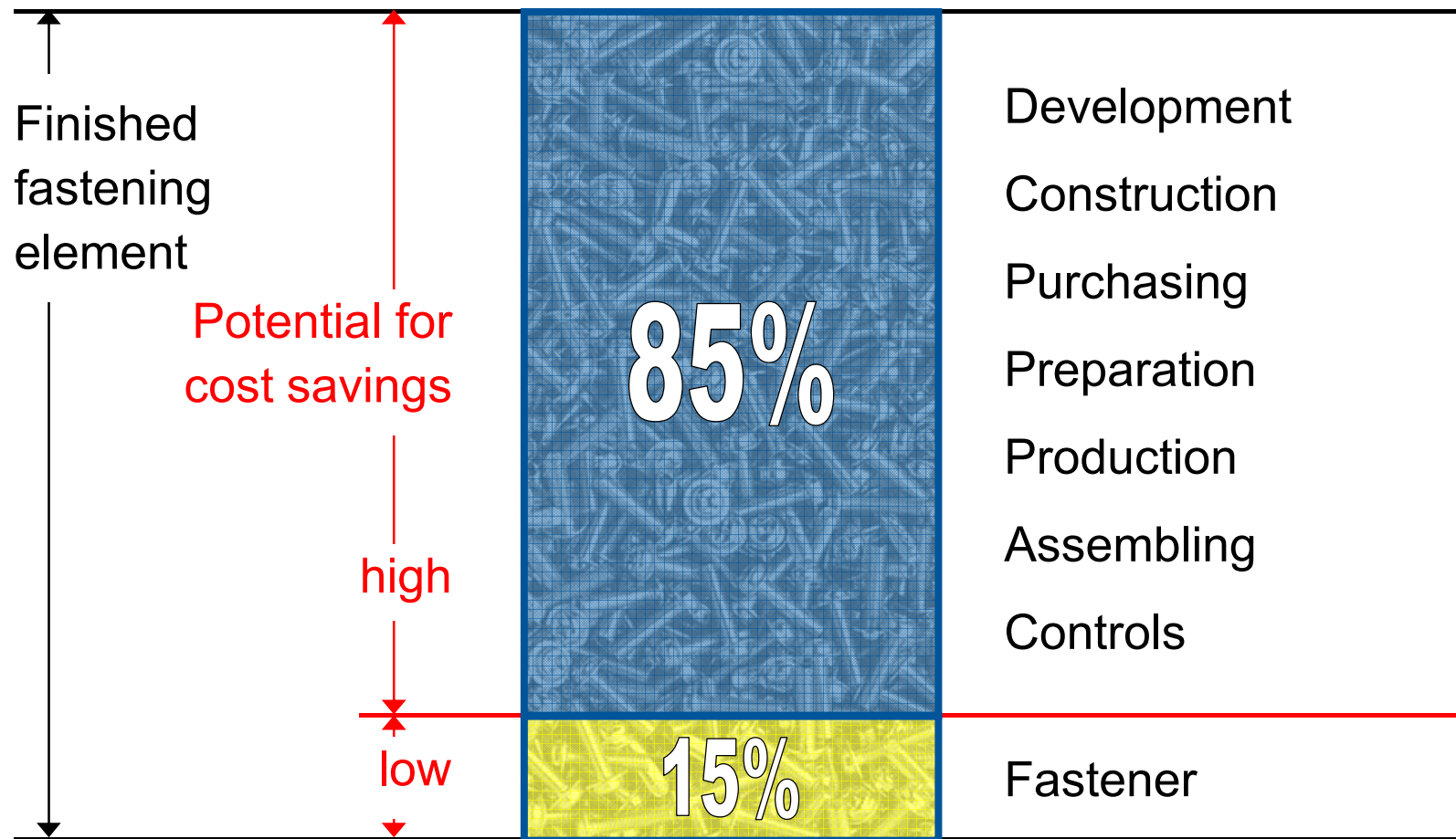
# 2nd Core Competence

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The three comprehensive services



# Total Cost of a Fastener Element



# Bossard Fastener Expert Tools

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These calculators are available online:



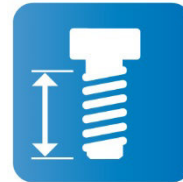
Length Converter



Cost Savings  
Calculator



Torque Converter



Thread Engagement  
Length Calculator



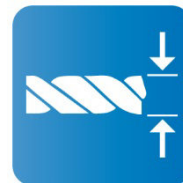
Pressure Converter



Torque and Preload  
Calculator



Force Converter



Drill hole size for  
tapped threads

# Bossard Fastener Expert Tools

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## CAD Online Portal



Speed up your prototype design with nearly 40,000 Bossard catalog articles as 2D and 3D data.

## Bossard Calculator App for your Smartphone



## Direct-Link

[www.bossard.com/expert-tools](http://www.bossard.com/expert-tools)

# Simultaneous Engineering

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- Technical tests
- Material analysis
- Application technology
- Recommendations



# Simultaneous Engineering

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- Consulting & Training
- Seminar at customer location
- Individual advices
- Support for costs savings





# 3rd Core Competence

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The three comprehensive services



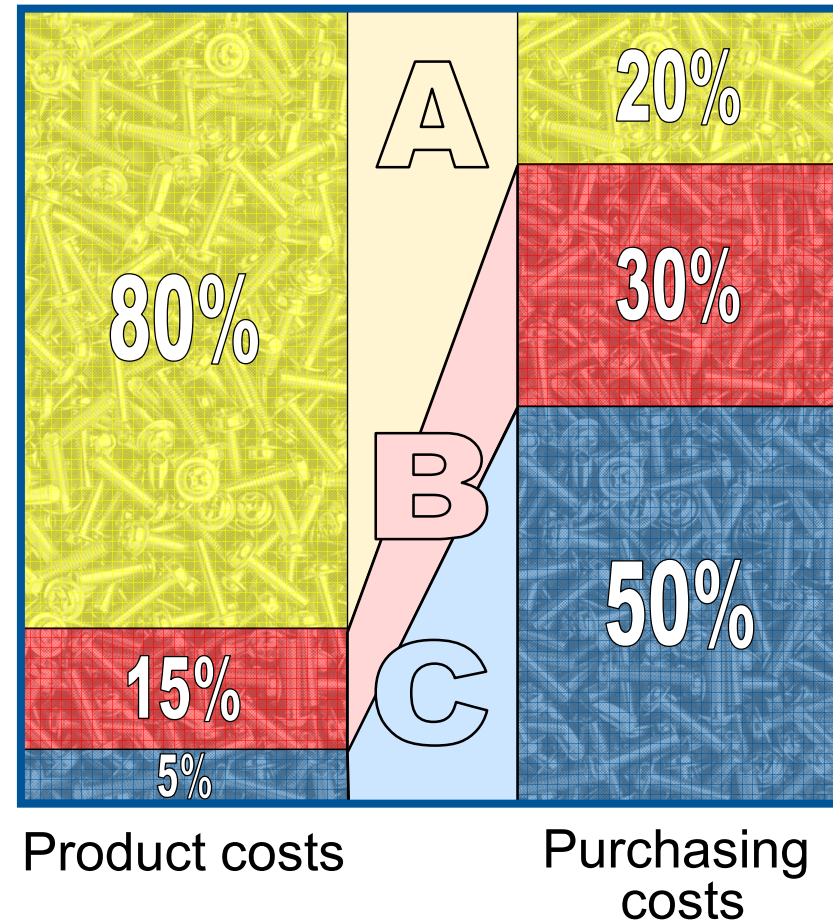
# Beschaffungskosten: ABC-Analyse

## A-parts:

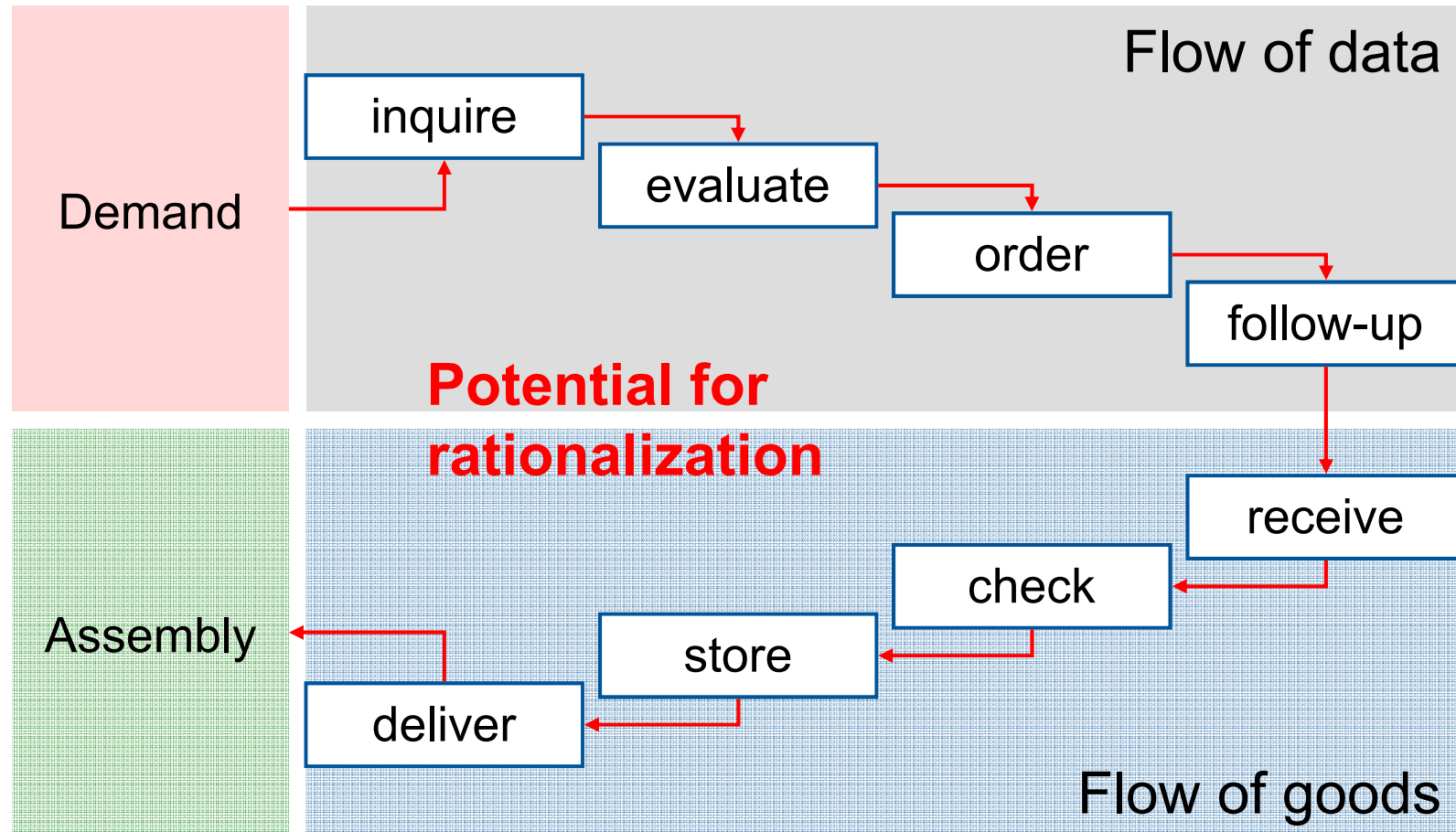
- high value
- small amount
- low purchasing cost

## C-parts:

- low value
- big amount
- high purchasing cost

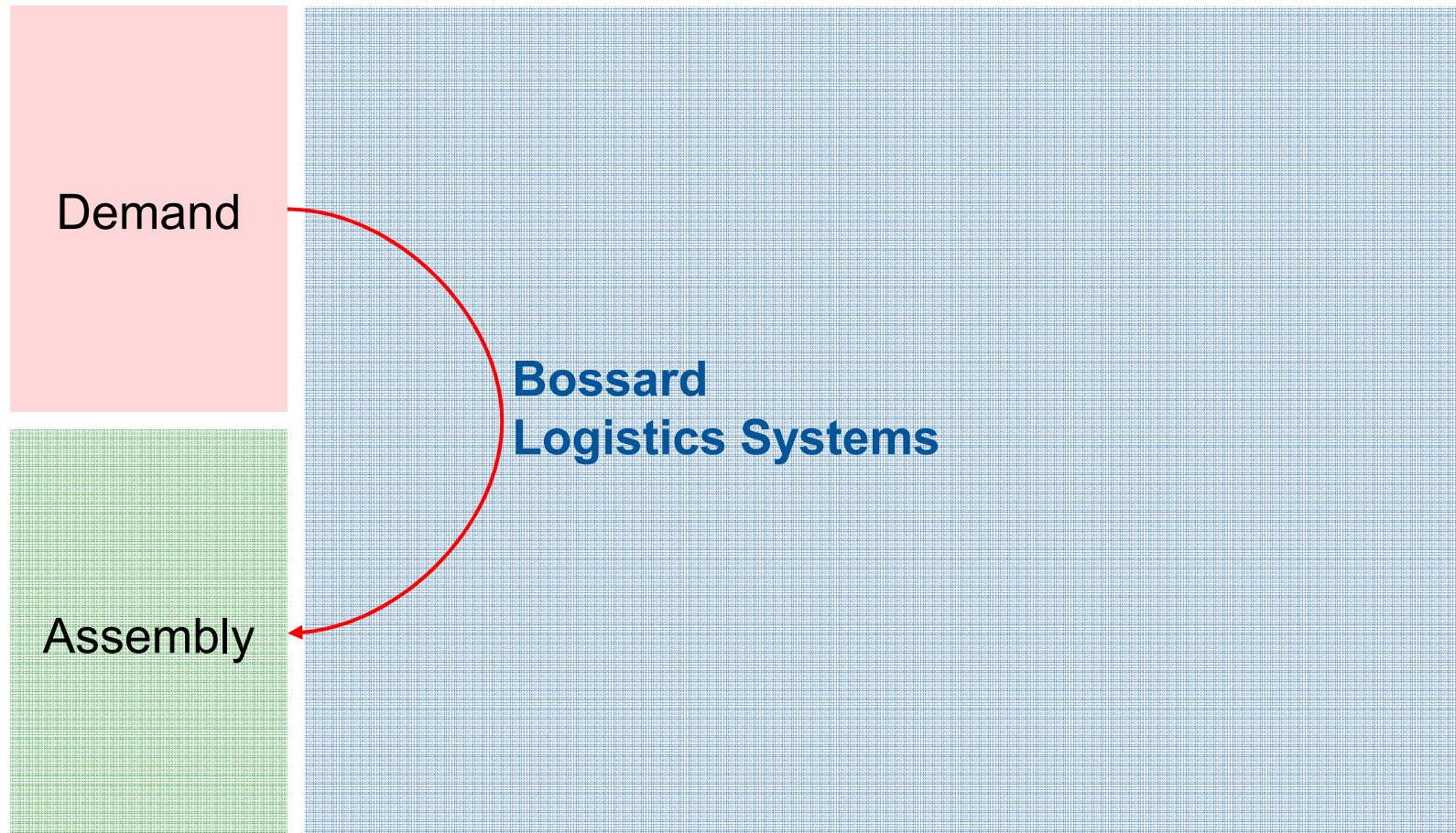


# Purchasing Process



# Purchasing Process

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# Purchasing Process



# Total Support

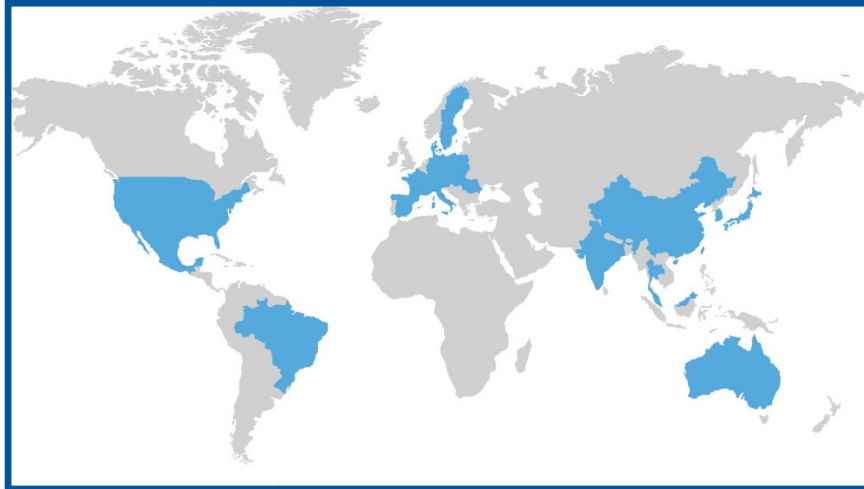
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The three comprehensive services



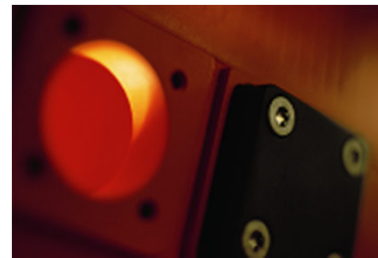
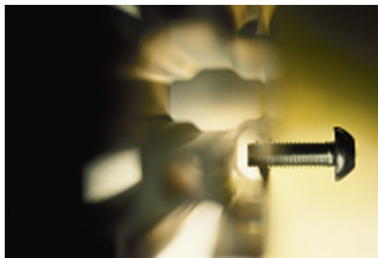
# Worldwide Consistent Quality

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Bossard products and services have the same high level worldwide:

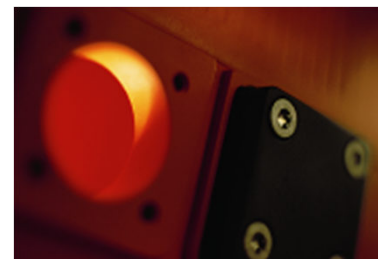
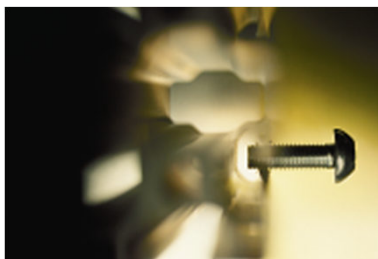
The basis to guarantee the quality of the products is the standard ISO 3269.



# Worldwide Consistent Quality



- Worldwide:  
ISO 9001
- USA / Switzerland:  
Test laboratories acc.  
to ISO / IEC 17025
- Switzerland:  
Environment certificate  
ISO 14001



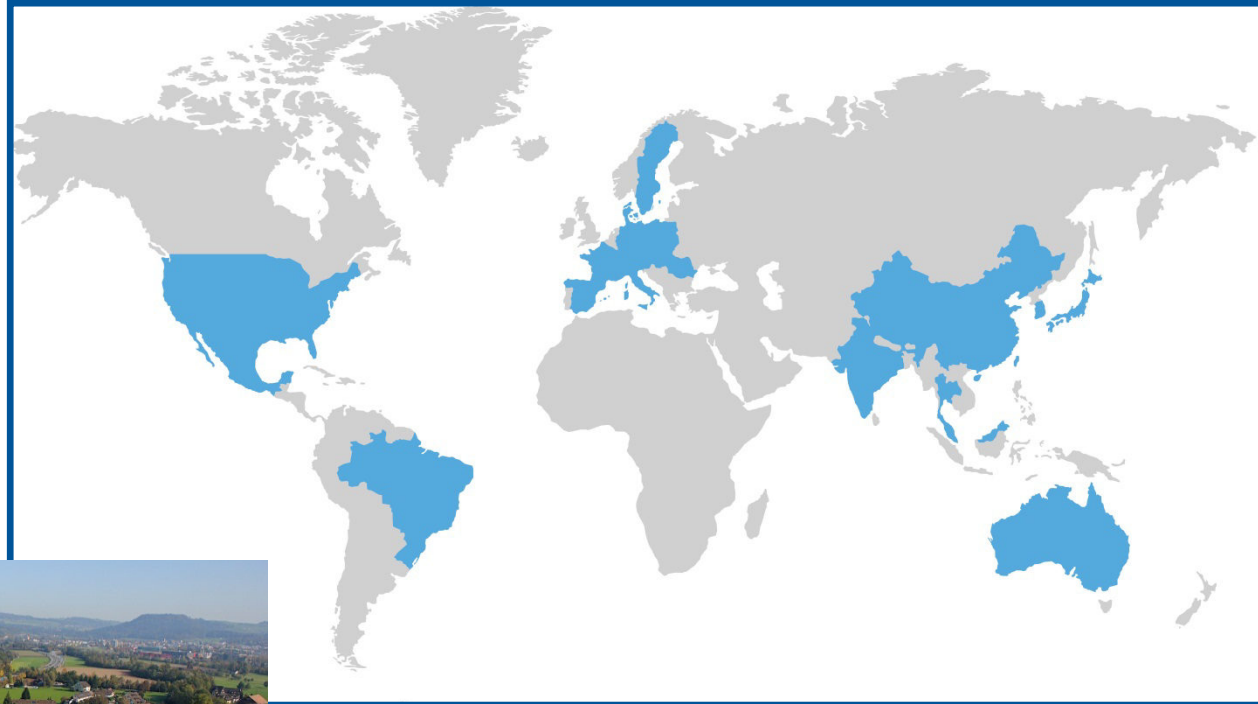


# Bossard worldwide

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Bossard in

- America
- Asia / Pacific
- Europe



# e-Solutions

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**Bossard e-Shop**  
online catalogue

**Bossard CAD**  
CAD library on fastening technology

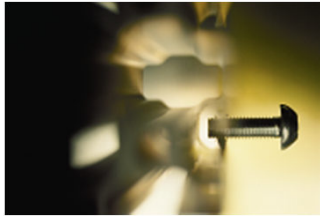
**Partner-Page**  
Extranet for customers

**Bossard SmartBin**  
fully-automatic logistic system

**Bossard Inventory Management**  
comprehensive C-part management

# Statements

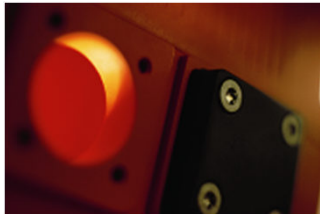
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«Engineering enhance competitiveness»  
Bossard AG (Switzerland) with **Schulthess**




«Quality is the main issue »  
LPS Bossard (India) with **APC**



«guaranteed supply at all times»  
Bossard Inc. (USA) with **John Deere**



«Global Account Management»  
Bossard Holding with **Schweiter**

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  - Lean Consumption
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