

Successful strategic partnership

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Enterprises that wish to successfully maintain or advance their position in the global competition need to fully exploit the potential for streamlining procurement and logistics management. With that in mind, Angst+Pfister offers a complete range of services to assist its clients in their efforts to boost their productivity and competitive strength. The renowned KWC AG, a maker of high-grade sanitary fittings, is fully utilizing this potential.

KWC AG has been working together with Angst+Pfister for years in a long-standing collaboration based on mutual trust. The subsidiary of the Germany-based Hansa group manufactures high-grade sanitary fittings for households, the catering trade, public buildings, hospitals and group homes. Top quality and excellent design are the hallmarks of KWC products.

Compelling product assortment

KWC AG selected Angst+Pfister to be its main supplier of seals. Focusing on one main supplier enables KWC to simplify its procurement administration and to profit from advantageous purchasing terms by bundling order volumes.

Essential criteria for choosing Angst+Pfister were:

- Angst+Pfister's extensive range of high-quality seals.
- Angst+Pfister's excellent array of seals made of materials internationally approved for potable water applications. The terms of approval in all of KWC's export markets can generally be met with one single material quality. That makes inventory management much simpler.

Powerful services

Just as important as the aforementioned strengths of the product assortment are the extensive services offered by Angst+Pfister, which range from consulting to engineering and prototyping, and extend all the way to state-of-the-art logistics solutions. KWC is rigorously utilizing the services on offer, for example for the procurement and fabrication of a custom-designed seal for a new single-lever mixer faucet with a swivel spout.



Sensor-controlled weighing cells at KWC's assembly plant
The O-rings are kept in special containers whose net weight is monitored by sensor-controlled weighing cells.



The data are transmitted daily via modem to Angst+Pfister's logistics partner.



European logistics center
If the volume of O-rings on hand falls below the minimum level, a predefined order quantity is automatically delivered.

Product development

In order to dynamically seal the swivel spout to the stationary part of the faucet, a specially formed lip seal is needed. The KWC engineers contacted a sealing specialist at Angst+Pfister in an early stage of product development. They know from practical experience that this is a worthwhile step in product development. The expertise and experience provided by the Angst+Pfister specialists often shorten the time it takes to develop economical and high-quality constructions.

Based on the specifications and wishes ascertained from discussions with KWC, Angst+Pfister worked up a proposal for the construction of an EPDM rubber molded seal with an X-shaped cross-section and submitted a cost estimate. Machined prototypes were manufactured within a short period of time. Once KWC placed the order with Angst+Pfister, injection molding dies were made for the production of the seals.

Angst+Pfister works together with a logistics partner to supply KWC using a high-tech logistical concept.

Inventory management made easy

KWC stores the new molded seals and around 150 other types of sealing elements supplied by Angst+Pfister in self-service warehouses near its assembly plants. There the sealing elements are kept in containers whose net weight is monitored by sensor-controlled weighing cells. The measurement data are transmitted daily via modem to Angst+Pfister's logistics partner. If the number of sealing elements in stock falls below the minimum level, KWC is swiftly and automatically resupplied with a predefined order quantity. For the customer, it's as if the assembly parts warehouse manages itself.

Sealing elements are so-called C-parts whose actual product costs on average account for just around 15 percent of the total expense, whereas logistical and technical costs make up the remaining 85 percent. Experience in the manufacturing sector shows that logistics and engineering expenses can potentially be cut by more than 50 percent. By exploiting that potential, the cost of end-products can be substantially reduced.

You too can make use of this potential by tapping the services provided by Angst+Pfister. Our specialists will be pleased to advise you.

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