

## Improving System Performance with EJOT

Our contribution towards your goals

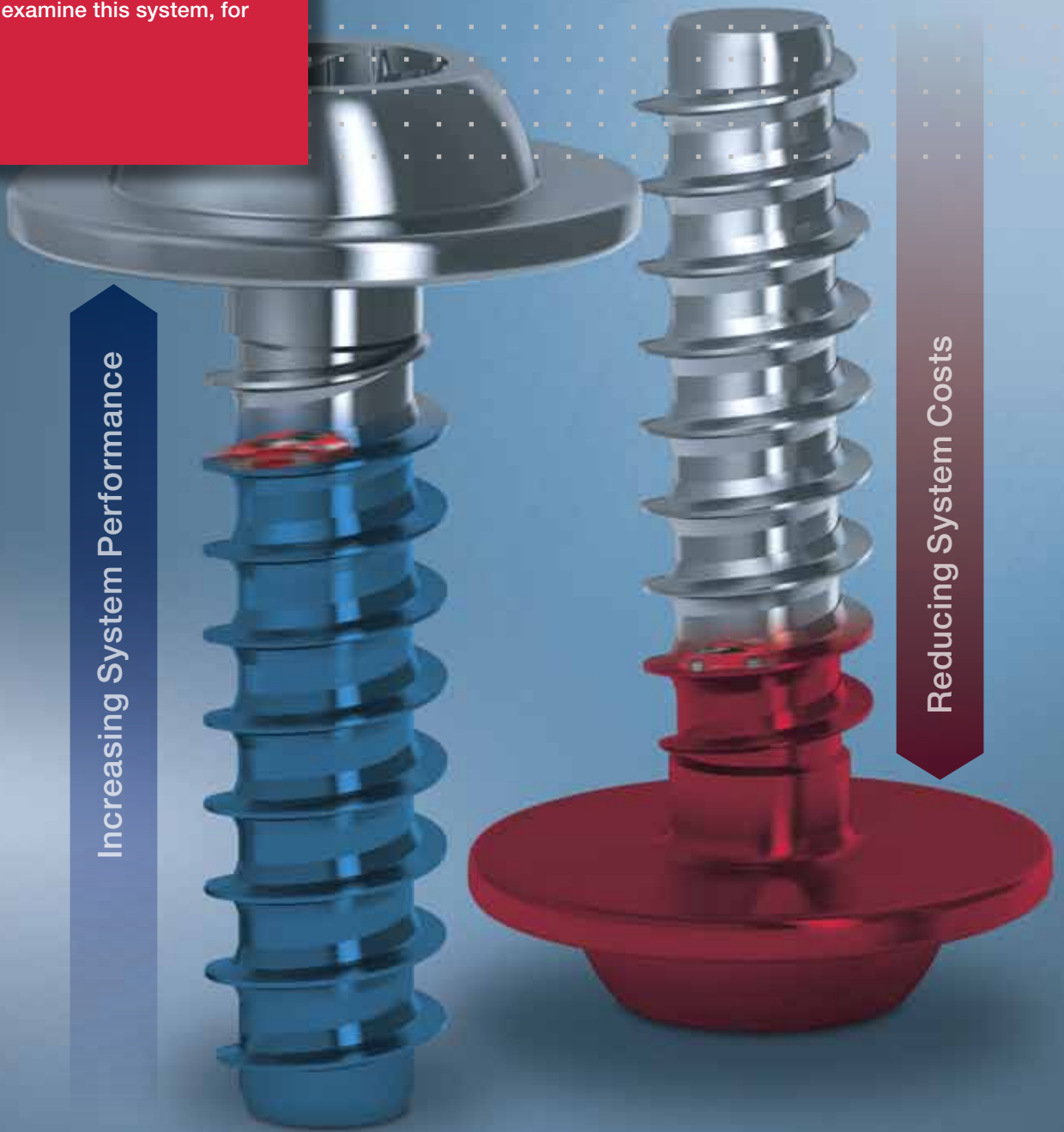
### Information for

- development and design
- procurement logistics
- production planning and production
- purchasing and procurement
- quality management

Fasteners are small parts with an overall big effect. They are part of a system. We thoroughly examine this system, for your benefit.

Increasing System Performance

Reducing System Costs



# Utilise cost saving potentials and lower the system cost of your assemblies with EJOT!



## Development and design engineering Page 6

Data, innovative design engineering aids and cost saving ideas for your applications



## Procurement logistics Page 8

Flexible reactions to demand fluctuations, reduced stock levels, on-time deliveries



## Production planning and production Page 10

Competence in process optimisation, process capable production and on-site support



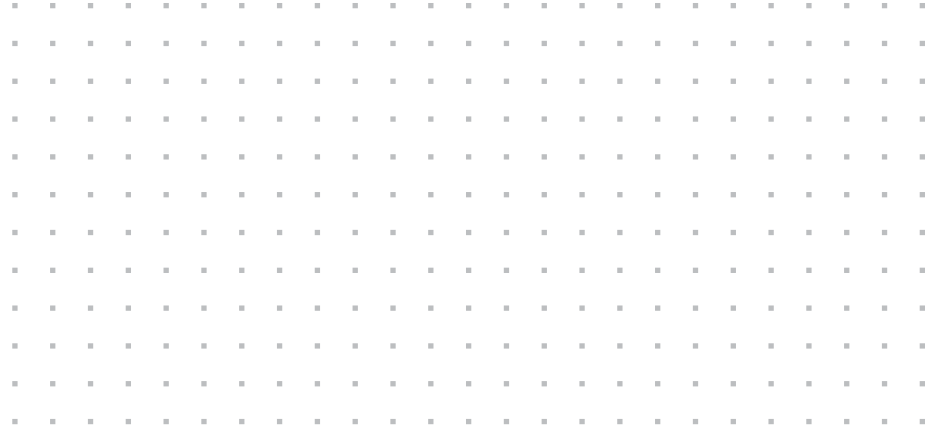
## Purchasing and procurement Page 12

Up-to-date ordering procedures, world-wide availability, quality and delivery guarantees



## Quality management Page 14

Material analysis, up-to-date lab and testing methods, international certifications, target: 0 ppm



### **Increased System Performance = increased efficiency in the overall process.**

EJOT translates customer requirements into individual product solutions.

This know-how is the basis for our growth and has helped us evolve into a market leader within the fastener industry.

- **individual fastening solutions**
- **worldwide support through application engineers**
- **high product availability through international presence**
- **expert hotline advice for technical questions**

EJOT® The Quality Connection –

sums up our daily work. On the one hand we strive for highest product quality for your fastening applications. On the other hand, the cooperative partnership with people inside and outside of our company, beyond the purely technical aspect.

Up to 20% of the costs of a joint can be attributed to the pure costs of the fastening elements. 80% of the costs of a joint are made up of design engineering, logistics, assembly, procurement and quality assurance. With EJOT you can increase your system performance and thus reduce the total costs of the joint.



80 % system costs

20% material costs





## System advantages for your development and design engineering.

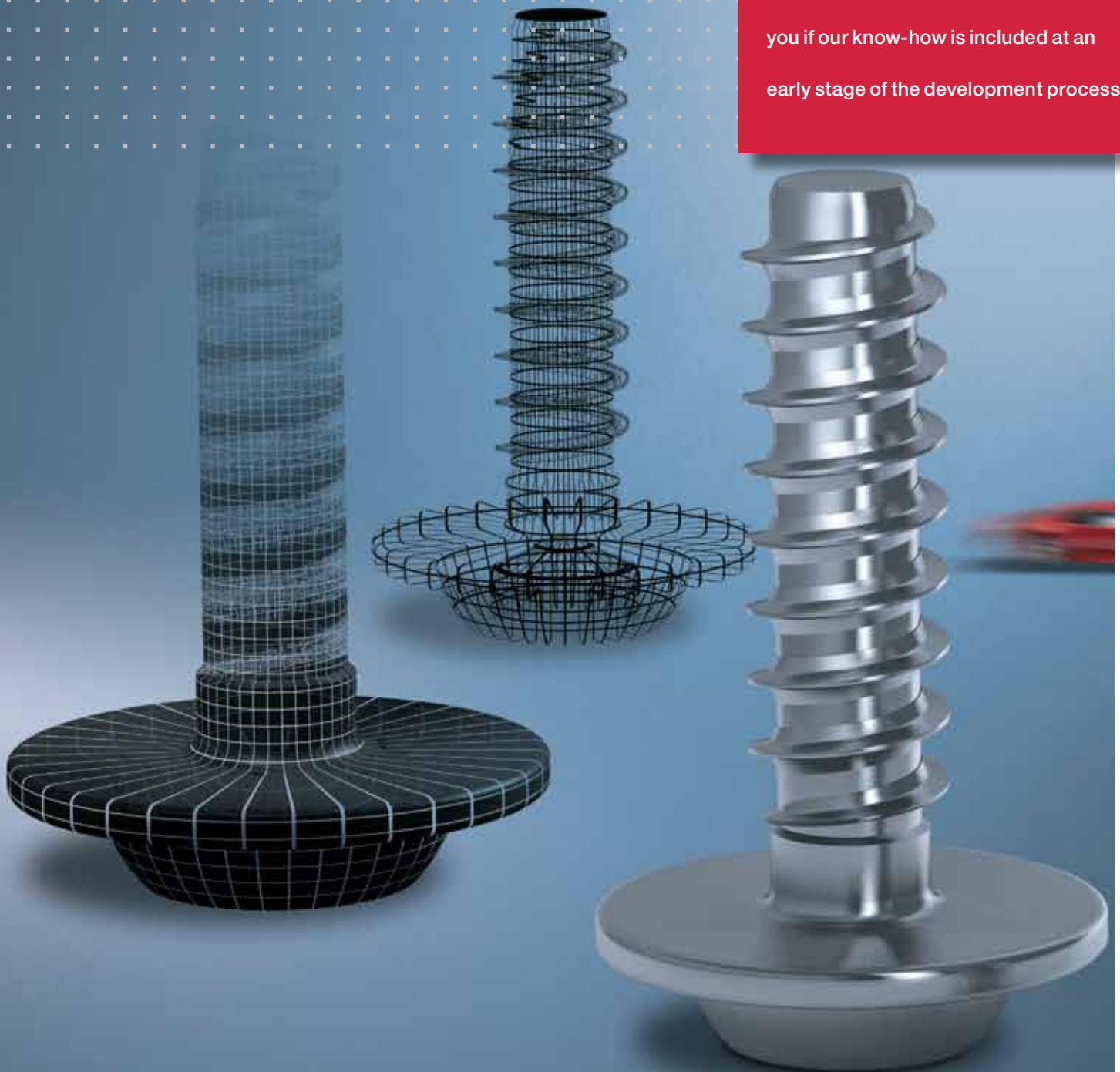
During the development phase you are defining the success of your product as well as the production costs.

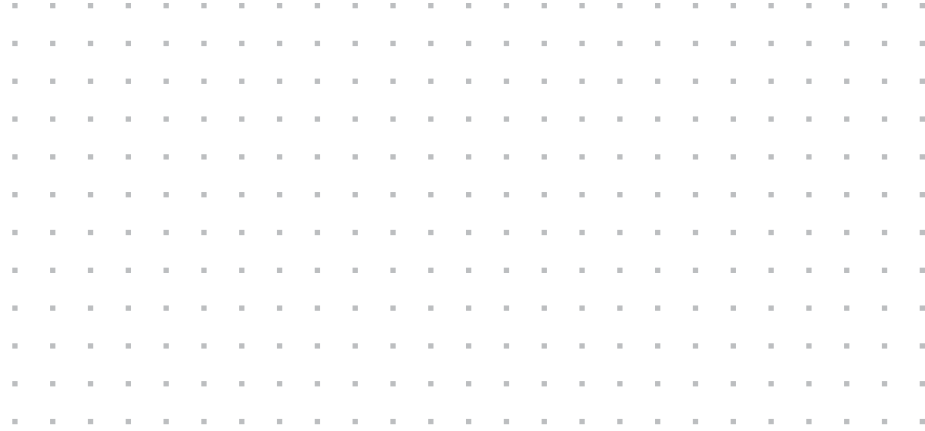
Including our consulting engineers at an early stage of the development process offers the ability to reduce the development time and thus process costs.

We offer:

- custom-tailored solutions for your application
- on-site support during the development and series production process
- availability of 3D CAD models (also available via Internet)
- analysis of the components in our own testing lab EJOT APPLITEC
- detailed test reports
- design engineering support for thermoplastic applications with our prognosis programme EJOT DELTA CALC®

Your goal is a dependable and secure joint, which saves process costs at the same time. We can significantly support you if our know-how is included at an early stage of the development process.





### System advantages for your procurement logistics.

Fastening technology from one source means for you:  
Less operating expense in the ordering process as well as  
reduced stock and on-time deliveries.

We offer the following services:

- packaging and shipping according to international standards
- worldwide availability of our products and of a consistent high quality
- fast reaction to demand fluctuations
- high dependability through continuous improvement processes (EJOTOP-CIP)
- delivery note EDI possible



With EJOT you can keep your procurement and stock level costs as low as possible - with consistent availability and high quality.





### System advantages for your production planning and production.

Through the use of „intelligent“ EJOT screws, suitable for automated assembly, your operational availability and efficiency will be visibly improved.

EJOT offers the following advantages:

- process capable assembly (fast, safe and fitting)
- cooperation to optimise the assembly processes
- on-time delivery
- high purity grades for the automated assembly (EJOMAT® sorting)
- high operational availability
- support in the reduction of assembly steps

Contact us at an early stage!

We will join you to develop efficient solutions, tailored to your assembly and production processes.





### System advantages for your purchasing and procurement.

Fastening elements are typical "C-parts" in their value, but because of their complexity and volumes often need "A-part" effort in the procurement.

We offer solutions to reduce this effort:

- fast and informative tender preparation
- product programme with a large application range
- experience and suggestions to reduce parts
- worldwide availability of our products and consistent high quality
- utilisation of an up-to-date ordering process (EDI, SAP, etc.)
- risk reduction due to flexible delivery schedules
- cooperation with selected Full-Service-Providers

We are constantly searching for ways to increase your system performance and thus reduce your system costs.





## System advantages for your quality management.

EJOT® The Quality Connection –

this slogan sums up the motto of our actions. Our quality management is targeted towards process orientation and optimisation with the 0 ppm objective and thus highest-possible product quality.

We offer services such as:

- application technological analysis of the joint in our own test lab
- initial sampling (PPAP) according to international industry and automotive standards (VDA, ISO)
- on-site service with individual support
- fast reaction in case of quality complaints
- high purity grade through EJOMAT® sorting for high operational availability
- extensive measures to prevent hydrogen induced brittle fractures

Ultimately, the quality of a joint is the decisive factor for highest possible product safety. With the statement "The Quality Connection" we set ourselves the highest possible benchmark.



## **EJOT GmbH & Co. KG**

Industrial Fasteners Division  
Untere Bienhecke  
D-57334 Bad Laasphe  
Germany  
phone +49 2752 109-0  
fax +49 2752 109-141  
e-mail: industrie@ejot.de  
Internet: www.ejot.com

We develop innovative fastening solutions ...

- thread forming screws for plastic
- thread forming screws for light metal
- extruding screws for high-strength sheet metal
- thread forming screws for metal
- plastic assembly elements and clips
- multifunctional fasteners and cold-formed parts
- foamed parts assembly / non-metal light weight construction
- metal-plastic components

EJOT fastening solutions are approved in many industries ...

- automotive industry and suppliers
- electrical and electronic industry
- gardening and forestry industry
- telecommunications
- leisure and sporting goods industry

We will gladly send you our product catalogue.

## **Imprint**

Editor:  
EJOT GmbH & Co. KG  
Industrial Fasteners Division  
D-57334 Bad Laasphe  
Germany

Layout and realisation:  
conception Werbung & Marketing GmbH,  
57072 Siegen

Print:  
Druckerei Schlabach GmbH & Co, KG  
D-57339 Erndtebrück

© by EJOT GmbH & Co. KG  
EJOT®, EJOMAT® and DELTA PT® are  
registered trademarks of EJOT GmbH & Co. KG.  
TORX®, TORX PLUS® and AUTOSERT®  
are registered trademarks of  
Acument Intellectual Properties LLC.

All technical data may be subject to  
technical improvements.