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24


Aerospace Case Study  
Safran Aerospace  
Cutting Tools, Consolidation Cost Savings

## Aerospace Case Study

2024 DOCUMENTED COST SAVINGS: **\$169,440.00**



PRODUCT CATEGORY: **Cutting Tools**  
**Consolidation Cost Savings**

SUPPLY PARTNER:  **SGS**  
Solid Carbide Tools

### CUSTOMER PROFILE

*Safran partners with manufacturers to support jetliner programs by Boeing and Airbus; business jets by Bombardier, Gulfstream, and Textron Aviation; as well as helicopters from Airbus, Bell, Sikorsky, and others. Its expertise encompasses a wide scope of systems and equipment. Safran provides maintenance, repair, and overhaul (MRO) services tailored to the quality, cost, and turnaround requirements in a highly competitive market. Additionally, the Group offers test cell engineering for aero-engines and other engineering services for the U.S. aerospace industry.*

### THE OPPORTUNITY

Stellar Industrial Supply has been trusted supplier to Safran Cabin, a division of Safran Aerospace, for over 12 years. During a recent annual customer review, just prior to a 3 year contract renewal, Tim Delarm, Director of Business Development for Stellar, worked closely with SGS to see if they could lower the overall spend by Safran Cabin for a series of routers the company used in the manufacturing of aircraft noses, frames and other body sections.

### SOLUTION

Previously, Safran Cabin was using 3 different router sizes. By developing a single router that did the job of all three previously used, SGS was able to significantly decrease their overhead needed to produce the quantity required and offer a significant price reduction per piece to Safran Cabin. In addition to the unit cost savings, Safran Cabin also acknowledges additional labor cost savings with less set ups and less management in their CribMaster inventory management system.

### RESULT

As a result of the router switch, Stellar's Documented Cost Saving (DCS) Program will provide Safran nearly \$170K in annual savings. This particular cost savings helped jettison the signing of a 3 year contract renewal as well as establish a broader Master Service Agreement for Stellar with Safran across the United States, opening up additional opportunities to improve cutting tool efficiencies and profitability for Safran Aerospace.

*"Sample Quote - Dan Irvine has been providing consistent, timely and accurate service for the Clearwater site for 25+ years. He is a dedicated professional and provides exceptional response to our frequent dynamic requests. Stellar is a true partner in our Clearwater Honeywell operation."*

- Person's Name, Safran Cabin



STELLAR

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*Sustaining win-win partnerships for Stellar value.*

[STELLARINDUSTRIAL.COM](http://STELLARINDUSTRIAL.COM)