

AMCO ENTERPRISES

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AMCO ENTERPRISES: YOUR METRIC FASTENER SPECIALISTS FOR OVER 50 YEARS

AMCO Enterprises is a full-line distributor of top-quality fasteners, industrial “class C”, and specialty items. They specialize in solutions for high-volume OEMs across a broad range of industries.

AMCO Enterprises was initially founded in response to the rapidly-growing need for Hardware and Bracket Kits to support the fledgling after-market automotive air-conditioning industry, which has its roots in the North Texas area. The business quickly evolved to supply the state-side installation of so-called “luxury items” such as air-conditioning, power windows, and power locks into imported cars. Japanese and European carmakers were faced with stiff tariffs on these “luxury items” at the time and responded by setting up mini-factories near the ports of entry into the United States where these options and upgrades were installed using Hardware Kits supplied, in part, by AMCO Enterprises. This led to their initial focus on metric hardware, while most of the domestic fastener industry largely ignored metrics.

Unparalleled Customer Service

While it may sound trite, what makes AMCO Enterprises unique is its focus on customer service. They recognize that no two customers are the same, and they are willing to adapt and adjust to the way each customer prefers to operate. With a few exceptions, the hardware they provide is no different from that offered by their competition - that’s just the nature of the business. The difference at AMCO Enterprises is their people and the flexibility in their approach to doing business. They learned a long time ago that there is no one-size-fits-all solution to keeping a customer happy. The magic happens when combining that flexibility with a rock-solid dependability day in and day out, year after year.

More than just a supplier, AMCO Enterprises is a



resource. Delivering exactly the right parts on time, every time is just the beginning.

At AMCO, they pride themselves on being much more than a simple components supplier. By offering a broad array of value-added services, they have become a valuable resource to their clients in the areas of design assistance, logistics, materials management, and production support.

With their relentless focus on efficiency and prudent application of modern technology, they have repeatedly been able to assist their clients in maximizing the return on their Class C purchasing expenditures. From the early stages of product design through preliminary testing and on to final production, AMCO Enterprises is available to assist every step of the way.

▣ **Design assistance** - selecting the best fastening solution for a particular application involves much more than simply understanding the mechanical characteristics of assembled joints (though this is, of course, a minimum requirement). Often, the key to success is combining that technical information with an up-to-date working knowledge of the ever-changing components supply industry. It is during the early stages of design that the greatest opportunities for real-world cost savings can be found.

☒ **Metric Conversion** - for many companies with existing designs based on the English (inch) System, the process of converting these designs to the metric (SI) system can be a daunting task. These projects involve more than simply multiplying a few dimensions by the appropriate conversion factors. Materials and components must be converted to metric equivalents that are actually available in the market, and that requires an intimate knowledge of the metric components industry that many companies new to the metric system simply do not have.

Materials Management Solutions - Vendor Managed Inventory (VMI)

Vendor Managed Inventory programs have become increasingly popular in recent years. While no two VMI implementations are exactly the same, they generally share the same objectives: to reduce costs and improve the reliability of the supply chain for the manufacturer. By eliminating or drastically reducing the client's time and resources spent on those activities that do not directly add value, procurement and material handling tasks become significantly more efficient. Targeted VMI activities include but are not limited to:

- ☒ Receiving
- ☒ Inspection
- ☒ Placing large numbers of low-value purchase orders
- ☒ Processing large numbers of low-value invoices and payments
- ☒ Repeat handling of the same items

"Just In Time" (JIT) Delivery Programs

Before the relatively recent rise in popularity of VMI programs, AMCO partnered with a number of their clients to develop custom JIT programs which continue to perform very well today. JIT programs often provide a better fit when the circumstances involve greater distances, multiple facilities with differing requirements, lower volumes, irregular production schedules, or when security restrictions preclude on-site service.

Custom Kitting and Packaging

AMCO provides a full range of custom kitting, packaging, and labeling services. From small poly bags to 1/4-keg cartons, with optionally bar-coded labels (virtually all symbologies) custom printed to meet the clients specifications.

Quality

Quality is more than just a buzzword from the Marketing Department. Quality has been a top priority at AMCO since long before it became fashionable.

As the first commercial fastener distributor in the Southwest to establish a comprehensive Quality Assurance Program, AMCO has earned an enviable reputation for consistent quality of both products and services.

Their Quality Management System is ISO 9001:2015 certified, and has been approved to MIL-Q-9858, ISO 10012-1, and ANSI/NCSL Z540-1 for calibrations.

AMCO Enterprises has been approved for dock-to-stock delivery and/or passport vendor status for each of their major clients that support such programs.

Their entire inventory is fully lot number traceable and is labeled accordingly. Certificates of Conformance, RoHS Compliance Certificates, and PPAP (Production Part Approval Process) reports are available upon request. They can provide a custom-designed inspection regimen and/or reporting program to meet any unique quality requirements.

Covid-19 Poses Real Challenges

AMCO Enterprises managed to minimize the impact of the COVID-19 pandemic as much as possible. Internally, they provide PPE for their staff and encourage common-sense practices such as distancing, disinfecting, and regular hand-washing. Those that can work from home are allowed to do so at their discretion. Externally, it is once again about flexibility. If their customers' procedures have changed, the people at AMCO Enterprises adapt and adjust. They feel they have been blessed in that their business has not suffered as much as some others. Rick shared, "I wish I'd known how long the effects would last and how delayed some of the effects would be. We're only now beginning to see any material impact on our business. Demand seems to be as strong as ever, but supply is becoming increasingly difficult, and we fear the worst is yet to come."

Technology

Their use of technology continues to evolve and improve. Rick Neil told me, "upgrading to The Business Edge," by Computer Insights, Inc. was one of the most significant improvements to our internal operations that we've ever made. It has allowed us to reduce our reliance on paper-based information exchange/retention drastically.

As a result, more information is available to the right people in a timely manner than ever before, both internally and externally. We're far more efficient in every department, and that makes life easier for our staff and our customers. Digital signature capture, in particular, has been a huge hit with several of our largest local customers. We have been very pleased with The Business Edge,[™] and with the service/attention/training provided by Computer Insights.

It has been a pleasure doing business with your folks."

Products

- **Standard Fasteners** - A complete line of Metric and English (Inch) Fasteners
- **Specials & Hard To Find Items** - We specialize in finding those hard to find items
- **Military Grade Hardware** - Approved Supplier

to America's Leading Contractors & Sub-Contractors.

- **NORD-LOCK®** - The NORD-LOCK bolt securing system uses geometry to safely lock bolted joints in the most critical applications.

- **So Much More** - Clamps, handles, bearings, adhesives, plastics, more...

More Information

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