

# INDUSTRIAL FASTENERS & SUPPLY SELF LOCKING FASTENERS, INC.

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## HELPING YOU KEEP IT TOGETHER

by Dennis Cowhey, President, Computer Insights

### *Introduction*

In the fast-paced world of industrial manufacturing, efficient inventory management is crucial for ensuring smooth operations and maximizing profitability. Industrial Fasteners & Supply, Inc., based in Aurora, Illinois, has been a leading distributor of fasteners since the 1970s. With their extensive range of products and innovative Vendor Managed Inventory (VMI) program, the company has been helping businesses across industries keep their operations running smoothly and profitably. This article explores Industrial Fasteners & Supply's evolution, their comprehensive product offerings, and the benefits of their VMI program.

### *A Brief History*

Industrial Fasteners & Supply, Inc. began as a specialized distributor of self-locking fasteners in the 1970s. Over the years, the company's product line expanded to meet the diverse needs of their customers, transforming them into a full-line distributor. Their extensive offerings now include standard fasteners, SEMS, thread forming and cutting screws, custom screw machine parts, springs, wire forms, o-rings, molded rubber parts, and much more. The combinations are endless. Pick a Head Style, Drive Style, Washer or Washers, Screw Type, Finish, and Locking feature.

Bill Weldon was first introduced to fasteners in the '70s, working for his father, who was a civil engineer and general contractor. In the '80s, he moved on to retail hardware. This is where he became fascinated with the



many different types of nuts, bolts, screws, and anchors.

In the early '90s, Bill took a position with Industrial Fasteners & Supply as the warehouse manager (while continuing with the retail side). This is when an entirely new world of fasteners opened to him. As time went on, he transitioned into sales and developed a Vendor Managed Inventory program. In 2009 his wife Sharon joined the team, and they purchased Industrial Fasteners & Supply. With Sharon's 30+ years of accounting and working in distribution, it was a perfect match.

### *Vendor Managed Inventory (VMI)*

One critical service that Industrial Fasteners & Supply offers is its customizable Vendor Managed Inventory (VMI) program. This program is designed to optimize inventory management for their customers, providing a range of benefits that contribute to increased efficiency and improved bottom-line results.

## ***Lower Inventory Levels And Elimination Of Stock Outs***

Through the VMI program, Industrial Fasteners & Supply works closely with its customers to develop a forecast of their requirements. They create a baseline by analyzing historical sales data or using customer-provided projections and determine optimal reorder quantities. This approach enables customers to maintain lower inventory levels while ensuring stock-outs are eliminated.

## ***Enhanced Operational Efficiency***

With Industrial Fasteners & Supply's VMI program, customers can experience a significant reduction in downtime and eliminate quality issues. Having the right inventory readily available allows production lines to run smoothly, avoiding delays and costly disruptions. Moreover, the streamlined inventory management process minimizes paperwork, invoices, and administrative tasks, allowing businesses to focus on core operations.

## ***Customization For Individual Needs***

Industrial Fasteners & Supply understands that each customer has unique inventory management requirements. Whether customers prefer central stock or distributed inventory among production lines, the company accommodates these preferences seamlessly. They even offer multiple location options for a single part, allowing for precise control and replenishment based on each location's needs.

## ***The Role Of Technology***

Industrial Fasteners & Supply embrace technology to enhance their VMI program. They utilize VMI features from The Business Edge™ by Computer Insights, Inc., which have significantly reduced order processing time by at least two-thirds. The accuracy and integration of this digital solution eliminate data entry errors, ensuring seamless information flow between the company and its customers.

The VMI program provided by Industrial Fasteners & Supply serves as a significant selling point, particularly for original equipment manufacturers (OEMs). The company



gains a competitive edge in the industry by demonstrating its commitment to technological advancements and efficient inventory management. Bill Weldon stated, "Industrial Fasteners & Supply's VMI program is built on a solid foundation of integration with The Business Edge™ ERP system, distinguishing us from competitors who lack seamless integration capabilities."

## ***Products***

- Anchors
- Bearings
- Bolts
- Cold Heading and Screw Machine
- Cold Heading, Stampings & Fabrication
- Hex Cap Screws
- Machine Screws
- Miniature Screws
- Nylon Fasteners
- O-Rings, Gaskets & Molded Parts
- Pins
- Retaining Rings
- Self Locking Elements
- Sems Screws
- Set Screws
- Springs & Wire Forms
- Tapping & Wood Screws Washers

## ***Services***

- Kitting
- Packaging & Bagging Assemblies
- Vendor Managed Inventory



### Conclusion

Industrial Fasteners & Supply, Inc. has emerged as a trusted partner for businesses seeking reliable and efficient inventory management solutions. With their extensive product range and their innovative Vendor Managed Inventory (VMI) program, the company has successfully helped numerous customers optimize their inventory levels, reduce downtime, and improve their

bottom line. By embracing technology and customizing solutions to meet individual customer needs, Industrial Fasteners & Supply continues to be at the forefront of the fastener distribution industry.

### More Information

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