

BEATING TIME PRESSURES

Based in the Netherlands, Bax Metaal is at the forefront in technologies that enable them to produce custom solutions in composite sheet metal and tubular constructions. When they needed components to produce frames for a newly developed bed range, Essentra Components supported them to beat tight deadlines in order to deliver on their customer's brief.

THE CHALLENGE

Bax Metaal's reputation for quality, reliability and speed means they have to achieve the very highest standards in the shortest amount of time. Tasked with creating frames for a new box spring bed, they needed to efficiently procure levelling feet with a plastic insert and bumper for an all-round cost-effective solution.

THE SOLUTION

With a well-established local relationship already in place, Bax Metaal turned to Essentra Components for support and expertise, supplying them with drawings from the bed manufacturer's R&D department. After extensive discussions, Essentra Components provided free samples to support the assembly of the prototypes. With Bax Metaal's tight deadline in mind, Essentra Components identified standard solutions from the product range: a threaded insert, an adjustable foot and a bumper with required hardness and specific dimensions. This would provide Bax Metaal with the perfect solution within their timeframe, without additional expense.

CUSTOMER
Bax Metaal

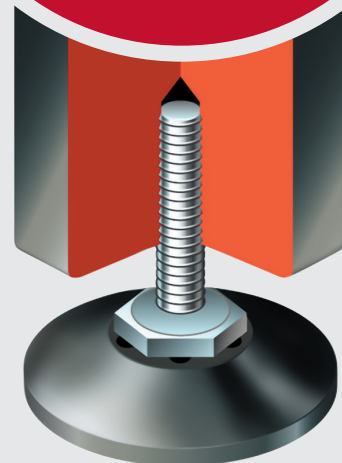
INDUSTRY
Metal fabrication

PROJECT
Furniture solutions

SOLUTION
Threaded insert, adjustable foot and bumper

"Essentra Components has proven itself to be a reliable solutions provider working in partnership with us from the start. Together we delivered a fantastic result, saving 425 hours in assembly time."

— Mathijs Kox,
Director Bax Metaal





RESULTS

Essentra's ongoing relationship with Bax Metaal helped produce the ideal solution within demanding time constraints:

Controlled budget: They saved on assembly costs with the threaded insert, adjustable foot and bumper delivered pre-mounted as one item.

Assembly time saving: The pre-mounted solution saved Bax Metaal a total of 425 hours in assembly time, allowing labor to be redirected for other tasks.

Productivity: The efficiency that resulted from the pre-mounted solution meant that Bax Metaal workers completed the bed frame assembly faster. From the initial discussion, the first beds appeared in showrooms 10-12 weeks later.



ONGOING SUPPORT

Essentra Components continues to provide local support to Bax Metaal, providing fast, hassle-free, and cost-efficient service and solutions. Essentra's local support and stockholding means that Bax Metaal has the reassurance that their needs will always be fulfilled. The project has now been adopted and is ongoing, deepening an already strong relationship.

To find out how the experts at Essentra can help your business, call **+1 800 847 0486** or email **sales@essentracomponents.com**

"Essentra Components' flexibility and capability to deliver the same day means we are able to support the ongoing demands from our customers, hassle free."

**— Mathijs Kox,
Director Bax Metaal**