

ASSEMBLY TIME CUT BY 10%

Conceptole are French specialists in the design and manufacture of standardized and custom metal parts and assemblies. Their work encompasses telecom cabinets, street furniture, medical equipment, wine-growing equipment, signage, design, machine wrapping and terminals.

Their forward thinking has enabled their growth and a reputation for quality and reliability. They need those same qualities from their suppliers, which is why they work with Essentra Components.

THE CHALLENGE

Conceptole's cabinet designs called for a variety of components, ranging from access hardware to cable management. On-time delivery of these items was critical to ensuring their processes ran seamlessly. However, the companies they were sourcing components from required long lead times, which threatened their own ability to meet deadlines. Their suppliers were also failing to provide technical support and answer questions. It was time for a change.

Conceptole needed a reliable partner. They met with the Essentra Components team and visited the Roissy-en-France site. Their experience convinced them that Essentra Components was the partner who could provide the proactive support they needed.

THE SOLUTION

Working to short deadlines, Essentra Components delivered high volumes of stock. This included hinges, locks, gasketing, rails, swing handles, cams, spacers, feet and cable management solutions. To make the service even more hassle free, Essentra Components next delivered the components in kits. These kits contained the components that each cabinet needed, which made for faster assembly during the manufacturing process. Essentra Components' support also included prototyping, free samples and custom and modified products.

CUSTOMER
Conceptole

INDUSTRY
Metal Design & Fabrication

PROJECT
Telecom cabinets, urban furniture, electrical cabinets and charging stations

SOLUTION
Access Hardware, Feet and Cable Management

"I am very satisfied with the high quality of your products, the relationship we have developed, the proactivity and expertise of Essentra."

— Patrick Berthiaud,
Company Director, Conceptole





RESULTS

With Essentra Components' timely support, Conceptôle was able to manufacture their designs with peace of mind and without interruptions to their schedules or processes.

Efficiencies: Instead of ordering components separately, Conceptôle received kits that grouped together the components needed to produce each cabinet. This reduced assembly time during production by 10%.

Cost savings: Conceptôle received operational savings through the partnership in purchasing, logistics and finance.

Productivity: With large stocks available to them, Conceptôle's purchasing, logistics and finance departments had an easier time ordering the components they needed. This allowed them to concentrate on the daily running of the business. The kits also addressed another issue, in that components were delivered at the same time, specifically aligned to the needs of the production line. This enabled the production team to be more productive.



"We appreciate the reassurance that comes from your end-to-end support, from the prototyping stage with free samples through to production and assembly with large volumes from stock and quick delivery."

— Patrick Berthiaud, Company Director, Conceptôle



ONGOING SUPPORT

Essentra Components remains committed to Conceptôle and continues to deliver high-quality components quickly against their required lead times. Essentra Components also provides support in other areas, such as working with Conceptôle's R&D department in the prototyping stage to find the best solutions and components for their applications. Essentra Components consistently provides crucial technical support, where they had none previously. As their needs are consistently met, Conceptôle has committed to consolidating their purchasing with Essentra Components.

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