



PLASTIC ENGINEERING  
SOLUTIONS LIMITED

## CASE STUDY - AUGMENTATION

### Overview

Elmdene is a leading supplier of fire and security products, including:-

- Intruder Alarms
- CCTV
- Access Control

### Challenge

To ensure that Elmdene could remain competitive in the fire and security market place, they developed a relationship with a Chinese engineering company which provided them with bulk orders of components required to produce their fire and security products.

Although purchasing from China substantially reduced their overall production costs, it did cause production capability issues if shipments of components were late or they required additional components at short notice.

Elmdene required a UK based plastic engineering company who could provide short runs for their components on an adhoc basis, to ensure that the company could always remain productive and meet customer demand.

### Solution

Elmdene built on the good communications they had with PES as a principle supplier in the UK and developed a flexible package of support and supply. PES had the product knowledge and understood the key strategies required to maintain a component supply chain to meet a variable demand. PES maintained a stock of tools and ran shorter production runs, refined material stocks and lead times. In general PES aims to provide a solution from Order to delivery of 3 days.

### Results

- “Always on” production line even if Chinese shipments are delayed or additional components are required
  - Elmdene can maintain relationship with China to provide cost effective bulk orders of components, but have the UK based back-up they require in case of supply chain failure
- Elmdene is a leading supplier of fire and security products, including:-

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