



DRIVING PROFITABILITY WITHIN
THE AUTOMOTIVE SECTOR

Auto-Fasteners C-Parts, Kits and Assemblies for the Automotive Sector.

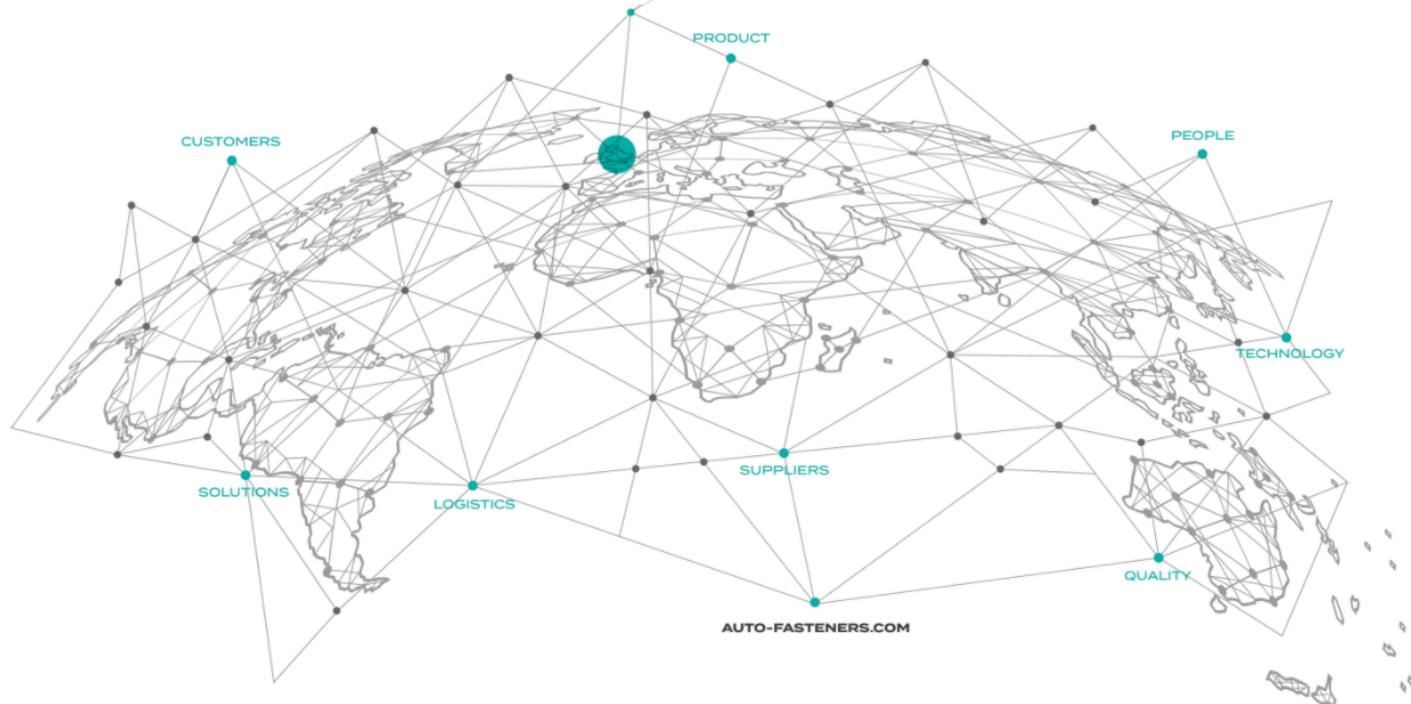
BETTER CONNECTED.

Supplying C-Parts, Kits and Assemblies to the world's biggest automotive brands, our approach has been proven to reduce costs, shorten lead times, minimise complexity and eliminate errors.

We achieve this thanks to a unique 'Global Sourcing, Single Supply' model which enables us to connect you with the right global manufacturers - at the right time.

This means you gain exposure to a huge range of fasteners and small parts - all centrally managed and controlled by Auto-Fasteners as your single supply partner. This dramatically reduces your need to manage a large number of small manufacturing suppliers and solves the related quality and logistical issues. You gain access to guaranteed continuity and consistency of products at highly competitive prices.

AUTO-FASTENERS is committed to developing our world-class network of stakeholders across every facet of the business. Our customers, suppliers, systems, technologies, solutions and people. All together better.



DELIVERING TANGIBLE BENEFITS AND ADDING VALUE

Traditionally, large global fastener manufacturers would supply both OEM and Tier 1 production lines as well as the aftermarket. Geared up for very high volume and rigidly scheduled production, these incumbents lack the flexibility to keep pace with the demands of a rapidly evolving industry.

Our manufacturer network represents a highly flexible and more agile alternative to this traditional model. Thanks to the unique relationships we enjoy with our suppliers, we are able to respond very quickly to RFQs, we can source the most competitive unit costs, and we are often able to process very low MOQ's.

And because all products come through our central hub, we are able to deliver additional value including quality control and inspection, stock management, administration, customer service, legal compliance and more.

Auto-Fasteners specialise in 3 core Automotive areas:



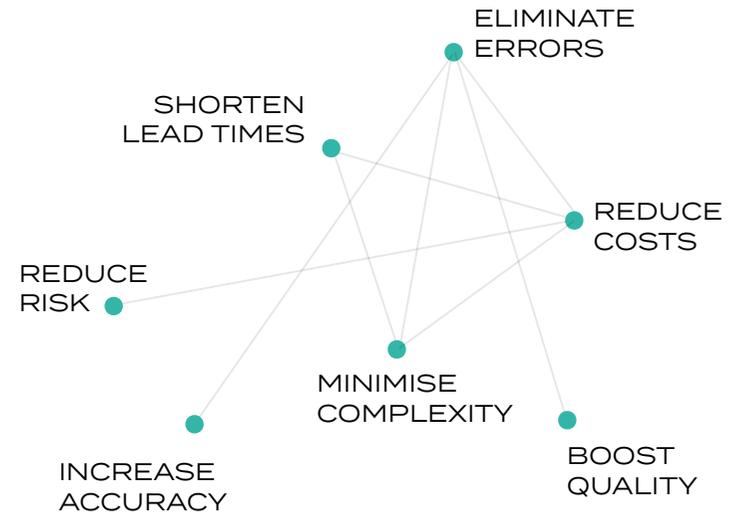
AFTERMARKET



SERIAL
PRODUCTION



PROTOTYPE



REDUCE YOUR COSTS AND MAXIMISE YOUR MARGINS

1

REDUCE YOUR PARTS COSTS

Auto-Fasteners will help to identify re-sourcing opportunities so that you are always working with the most cost-efficient and effective suppliers backed by our world class supplier management and service standards.

2

REDUCE YOUR OPERATING COSTS

Remember that 'part cost' is really only the 'visible cost', which could actually represent a fraction of your real costs. This is due to the substantial 'hidden costs' associated with the parts you are purchasing. These could include costs related to supply chain management, logistics, inventory management, quality issues and the cost of finance. The Auto-Fasteners approach targets and facilitates cost savings across all these areas.



CONNECTED TO QUALITY

As your highly specialised automotive sourcing, supply chain management, distribution and logistics partner, we have to ensure that quality standards not only apply throughout our own business but also to our network of manufacturing suppliers and service providers.

In addition, we ourselves undertake annual audit inspections of all our suppliers and actively encourage and support customers to undertake their own quality inspections and audits.



OUR CORE SERVICES

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CORE SERVICES

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STOCK MANAGEMENT

Sourcing globally has many advantages, but most overseas manufacturers are not geared up to meet the needs of automotive manufacturing or the aftermarket.

We solve this issue by bringing all products back into our UK hub for redistribution. Here we break bulk, conduct quality inspection, undertake part numbering, packaging, assembly kitting and final logistical distribution to customers.

Auto-Fasteners holds bespoke stock on an individual customer basis, never sharing your stock with other customers. This means we can more accurately manage your stock and re-ordering as demand patterns become established. And because it's *your stock*, we can also ensure your products are appropriately labelled and packaged in advance and ready for immediate dispatch.

You are able to draw your stock from us either to an agreed schedule for production or as and when required for the aftermarket. We use EDI data interchange technology to ensure a speedy and efficient flow of information between AFL, our suppliers and your team.

KITTING AND ASSEMBLIES

If you require, we are able to supply fasteners or small parts in units of issue quantities or as a kit of parts (ie for servicing or repairs). We do this by manually assembling fasteners and small parts (often from a number of different suppliers) into fully assembled and tested components - all packaged, branded and labeled to your precise requirements.



HOW WE DO IT

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INTERNATIONAL LOGISTICS

We exist to get your products to the right place at the right time; and in the right condition. To do this we operate an advanced stock control and order processing system to manage lead times and ordering schedules.

Working alongside leading international freight forwarding partners we achieve timely delivery both from our overseas suppliers to our International Distribution Centre in the UK and from the UK to our global customer base.

Our automotive logistics expertise includes:

- Production Line Logistics – we provide a full just in time (JIT) supply service in accordance with your production schedules.
- Aftermarket Logistics – we maintain back up stocks in order to handle fluctuating levels of demand enabling us to offer very short lead times, including same day dispatch to cater for urgent Vehicle Off Road (VOR) situations.

ERROR-FREE LABELLING

Mislabelling is the number one cause of quality related issues in automotive serial production. Thanks to our adherence to best practice and process and systems error proofing, we are able to minimise such issues - ensuring the right part arrives at the right place - every time.

PRODUCT PACKAGING

- Packaging configuration - you control pack sizes and materials, how and where labels are affixed and how items are inserted.
- Customer branded following your brand visual identity guidelines, unbranded or AF branded to aid recognition and traceability.
- Part protection solutions (ie VCI anti-rust paper)
- User instructions and health and safety advisories



METAL FASTENERS

BOLTS SCREWS NUTS WASHERS STUDS PINS SPACERS HOSE CLAMPS

Both customer bespoke and standard items manufactured to internationally recognised engineering tolerances to ensure OEM fit and feel. All manufactured from premium grade, certified raw materials including stainless steel, mild steel, carbon steel, aluminium, brass and copper.

ENGINEERED SMALL PARTS

SPRINGS BARS TUBES DIE CASTINGS FORGINGS BLANKS INSERTS
PLUGS STAMPINGS WELD PARTS LATCH STRIKERS BUSHINGS

Our range of bespoke small engineered automotive parts is ever increasing. As with our metal and plastic fasteners these cover applications for vehicle: chassis, powertrain, interior, body, electrics and electronics. All small parts are manufactured to OEM engineering standards, fit and feel.

PLASTIC FASTENERS

CLIPS TIES CLAMPS HOLDERS SADDLES MOUNTS BASES CLEATS
STRAPS GRIPS

We supply a huge range of bespoke plastic fasteners in a wide range of high grade and certified materials including polypropylene (PP), polyurethane (PUR), poly-vinyl-chloride (PVC), polyamide (PA), polystyrene (PS), polyethylene (PE). We work closely with our customers to ensure injection moulding tooling meets OEM standards, fit and feel.

KITTING & ASSEMBLIES

We are able to undertake manual assembly and kitting of automotive fasteners and small parts here in the UK.

BY DRIVE AND FASTENER TYPE

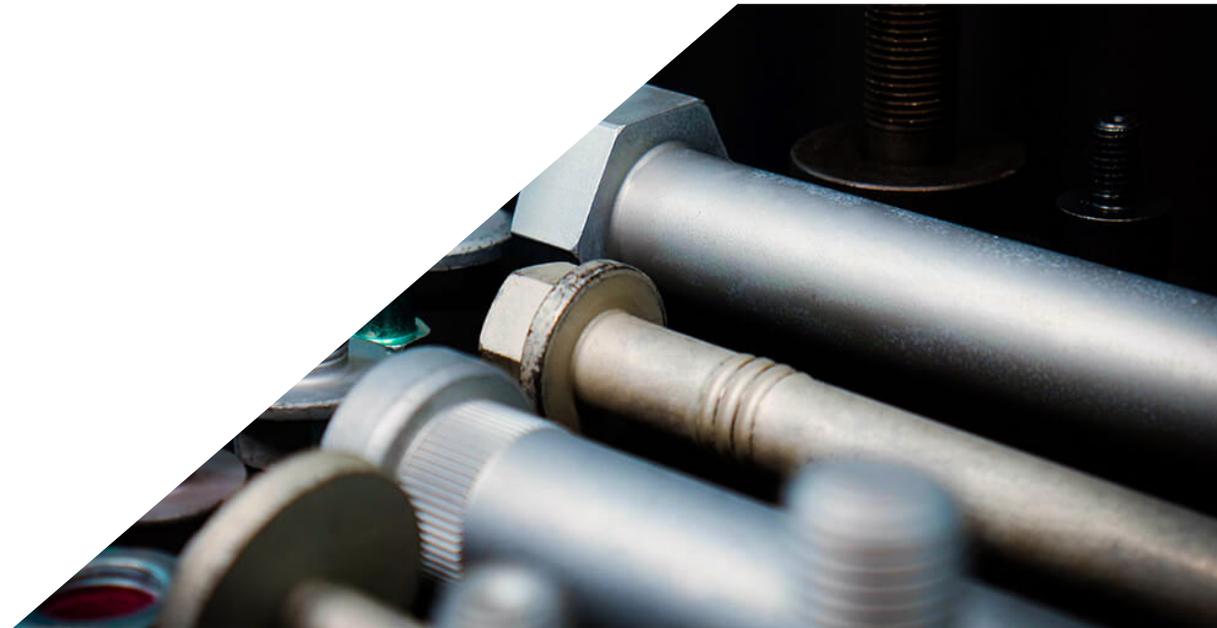
AFL supplies all types of fasteners drives and types to meet every automotive application.

6-LOBE, ALLEN, BRISTOL, CAP, CLUTCH, COMBINATION, COUNTERSUNK, CROSS SLOT, CRUCIFORM, DOUBLE SQUARE, FLANGE, HEX, HEXALOBULAR, INTERNAL & EXTERNAL DRIVE, JIS, ONE WAY, P/C, PAN-HEAD, PENTAGON, POZI-DRIVE, SEMS, SLOT, SPLINE, SQUARE, THREAD-FORMING, THUMBSCREW, TORQ-SET, TTAP

BY BRAND & LICENSE

AFL can supply proprietary branded and licensed automotive fasteners and small parts or we can also supply their non-branded equivalent. We are also able to supply AFL branded products.

ALLEN®, DELTA PT®, FASTITE 2000®, FREARSON®, MAG-FORM®, MORTORQ®, PHILLIPS®, POWERLOK®, POZIDRIV®, ROBERTSON®, STRUX®, SUPADRIV®, TAPTITE 2000®, TAPTITE®, TORX®, VERBUS-RIP®



AFTERMARKET SOLUTIONS

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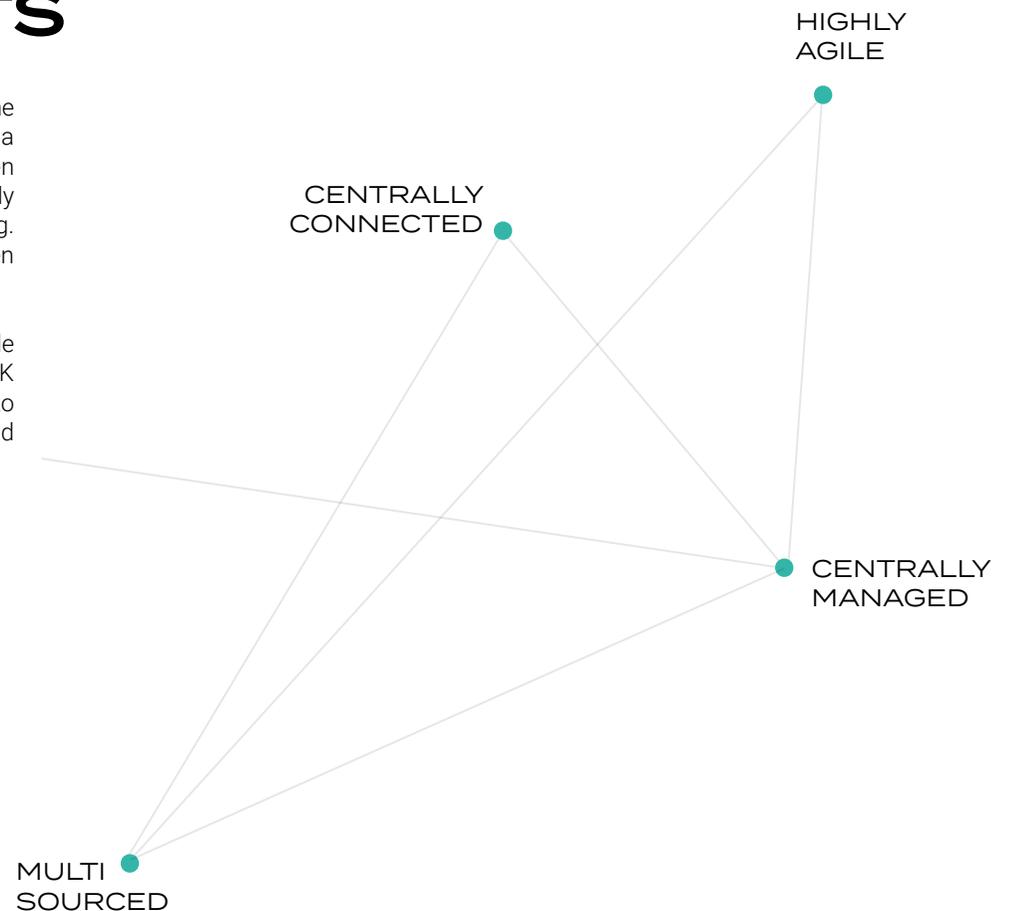




THE AUTOMOTIVE AFTERMARKET EXPERTS

A key aftermarket challenge is catering for variable demand patterns and reduced volume requirements - both of which are common within the aftermarket, and especially when a vehicle reaches its 'end of life' and is taken out of production. As well as catering for often very low volume demand and short lead times, is the additional complexity of accurately kitting (often using parts from multiple manufacturers), bagging, branding and labelling. The large inflexible volume manufacturers find these demands very challenging and often disruptive to their core business.

Under the Auto-Fasteners model, a trusted network of smaller and more agile manufacturers are employed - all centrally connected and all managed through our UK stockholding and distribution centre. This global multi-source approach allows us to simultaneously maximise service levels and minimise costs, reducing headaches and improving margins for our customers.





SECURING AFTERMARKET PROFITABILITY

A continuous supply of aftermarket fasteners and small parts as spares is essential for vehicle OEM's and their dealer networks. Not only is it legal requirement, it's also a key part of after sale customer satisfaction and future brand loyalty.

The aftermarket has also been a major source of revenues. Traditionally, up to two thirds of total revenue streams have come from the aftermarket over the lifetime of a car, with around only a third attributable to new vehicle sales.

However, as the market transitions from ICE vehicles to BEV's - which can typically require 60% less maintenance - the need for OEM's to maximise aftermarket profitability can only increase. Smarter sourcing of premium grade C-Parts, kits and assemblies is a key part of the solution.



SERIAL PRODUCTION SOLUTIONS

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STREAMLINE AND ENHANCE YOUR OPERATIONS

- With new players entering the sector and new technologies continuing to severely disrupt our industry, the pressures on OEM's to react quickly to change and innovate has never been greater. The challenge is to do so whilst maintaining both quality and service excellence and controlling costs and margin.
- Auto-Fasteners are specialist automotive production line fastener and small parts suppliers. Acting as an added-value central control between our OEM and Tier 1 customers, and our connected network of IATF 16949 quality fastener and small parts manufacturing suppliers.





BENEFIT FROM EXCEPTIONAL QUALITY & SERVICE

As an automotive OEM you expect nothing less than 100% zero defect quality products and services delivered directly to your production lines. Our fully inspected and tested fasteners, engineered small parts and assemblies are delivered in approved customer containers, labelled accurately and delivered just-in-time.

Our entire manufacturer network adheres to Auto-Fasteners strict quality and service standards and is fully audited on an annual basis. We operate in a totally transparent way with all our customers and encourage you to conduct additional auditing of our suppliers to ensure your 100% satisfaction.

We enable you to meet product traceability requirements and have invested in order to 'Error Proof' our processes and that of our supply chain in order to ensure our planned actions achieve our customers agreed outcomes.





JOINED UP THINKING



PROTOTYPE SOLUTIONS

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SMALL VOLUME RAPID-TURNAROUND PROTOTYPING

Auto-Fasteners are able to supply small volume rapid-turnaround production-quality fastener prototypes. Our prototyping solutions enable you to quickly test, evaluate and refine production grade samples before committing to mass production. Our engineers will work with you to develop a specification to perfectly meet your requirements. Prototypes solutions Auto-Fasteners are able to deliver include:

- Engineered fasteners to drawing
- Special materials
- A wide range of automotive coatings
- MOQ as low as 25 pcs
- Very short lead times
- PPAP level 3, IMDS available for prototypes if required
- Cold forming prototypes for 1,000 pcs and above



IN-HOUSE TESTING AND INSPECTION

Auto-Fasteners UK Head Office and Global Distribution Centre is home to our own Quality Testing and Inspection Facilities. Consisting a quality testing and inspection laboratory, we undertake random sample testing to your specifications and sample requirements.



QUALITY DOCUMENTATION & LABELLING

Quality documentation is a core part of our services. We work to the internationally recognised standards set under AIAG, VDA & ISO and as directed to comply with specific customer requirements and specifications.

We maintain records of all transactions, product source, inspection and testing, stock holding and despatch.

Using Odette (the Organisation for Data Exchange by Tele-Transmission in Europe) EDI standards we are able to electronically exchange data and documents with our suppliers, logistics partners and customers which are compatible, consistent and secure.

Formed by the automotive industry for the automotive industry, Odette sets the standards for e-business communication, engineering data exchange and logistics management in the European motor industry and their global trading partners. The Odette label travels with the goods from consignor to consignee, accurately identifying the goods via bar coding and to relate the physical arrival of the goods to the previously received Odette Despatch Advice message.



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Autoliv



TRIUMPH

TRW

