

Prescription for Joint Success: STD Med and MSC Industrial Supply Co.



“Right away, MSC sold us on the fact that they can always keep our vending machines loaded with a vast array of brands...but, most critically, they put a Metalworking Specialist, John Gambale, and Account Executive Bill Gaudaisis, right at my fingertips.”

– Romeo Belisle, Machine Shop/CNC Manager



“Our mission is to provide disruptive innovation for the medical device marketplace. MSC’s Inventory Management Solution and related metalworking expertise makes certain we have no disruptions in our quest to fulfill that primary objective,” states Belisle.



(Pictured from left to right):
Romeo Belisle, Machine Shop/CNC Manager for STD Med and John Gambale, MSC’s Metalworking Specialist.

MSC’s Inventory Management Solutions provided STD Med with substantially improved tool-management reporting and accountability. Gambale continually makes brand recommendations to improve STD Med’s overall profitability.

Company Overview

STD Med, Stoughton, MA, makers of extremely costly and difficult-to-machine resurfacing/implant joints and other products for the Medical market, has evolved from an everyday job shop to a world-class provider of intricate, high-precision, premium-quality parts for the Medical, Aerospace and Military Industries.

Operations include Product Design, Engineering, Quality Control, Sales, Manufacturing, Warehousing, Distribution and Kitting. The site has two Clean Rooms and employs the latest CNC and Swiss machinery and Six Sigma Lean methodology throughout its operations.

Application: MW, including overall metalworking and supply chain expertise supported by MSC’s Inventory Management Solution to improve the resurfacing/implant joints it produces for the medical field.

Facility Size: 3 plants: 72,000 sq. ft., 32,000 sq. ft. and 20,000 sq. ft.

Challenges

“My primary goal was to take our Tool Crib to a much higher level of efficiency. The only way to do that was to determine exactly which tools we had on hand and, just as importantly, where they all resided,” says Belisle.

- STD Med had no formal tool management/reporting system in place to monitor and regulate tool usage within its shop
- Significantly reduce tool costs

Solution

“MSC offered me more than a machine. Their package included a genuine metalworking specialist – someone to be literally right at my fingertips, someone I could fully trust as my cutting tools’ go-to... to ensure we always had the best brands stocked for the types of tough work we do,” says Belisle.

- MSC distanced itself from the other brands as a partner, not just a supplier, who could provide not only vending, but a complete suite of Inventory Management Solutions including dispensers/software, operator training and dedicated expert technical support (machining and vending) along with detailed reporting
- MSC’s team of MRO and metalworking specialists offer expertise with everything from choosing the right Inventory Management Solution, to tooling and MRO selection, and application recommendations

Key Business Results

- Approximately \$100,000 in tool costs savings. “Our MSC vending and metalworking teams are here weekly to review our usage data...and to test/suggest new tool brands to make us even better, even leaner,” says Belisle
- A more organized Tool Crib through the use of vending machines and software. STD Med’s MSC dispensers generate tool-usage reports by job and machinist, thus creating accountability. Round-the-clock Tool Crib supervision is no longer necessary. They also use an automatic-reorder feature enabling STD Med to maintain tool minimums and maximums
- Improved overall operational efficiencies realized through MSC’s IM Solutions and MW expertise allow STD Med to run its tooling at increased feeds and speeds, making them more competitive and positively impacting their bottom line

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