



ASCO FIXINGS

Sourcing Specialist
for Metal Engineering
Components and
Assemblies

We focus on reducing your costs by delivering competitively priced products that you require at a standard that you expect. With over 12 years of experience of working with Asian countries, we have gone through the effort of discovering quality manufacturers so that your risk is reduced to a minimum. That is why our customers have benefited enormously by having us as their procurement partner, from the design phase to the delivery. We hope to have an opportunity to serve you too.

A handwritten signature in white ink, appearing to read 'Hans Anand', is positioned above the name and title. The signature is fluid and cursive.

Hans Anand
Managing Director

Introduction

Sourcing components from around the world is already an essential part of strategy for most large companies. Given the economic climate and level of competition, now more and more small and medium size businesses feel it necessary to source components, directly or indirectly, from abroad.

At Asco, our aim is to overcome any possible disadvantages associated with global sourcing and allow our customers to enjoy its benefits. While cost reduction is clearly any company's primary objective, we appreciate that product quality and reliability of supply are key consideration in an outsourcing strategy. We ensure this by focusing only on metal engineering components and assemblies; be it precision parts, castings, forging, heavy industry fabrication or specialist fasteners. By sourcing from multiple countries in Asia, we pass on to the customer the benefits associated with the capabilities and advantages of different countries in order to deliver a reliable, quality and cost efficient product and service.



Services offered

Our end-to-end service has served well for customers who do not have dedicated global procurement staff or do not want to involve themselves in the process of importing goods directly. Our experience of working across various countries shelters our customers from the hidden costs and frustrations of working with different cultures and time zones, exposure to currency risks, loss of intellectual property, and increased monitoring costs relative to domestic supply. Our services include the following:



ENGINEERING SERVICE

- Product design
- Manufacturing process redesign
- CAD/CAM



SOURCING SOLUTION

- Supplier sourcing
- Due diligence
- Pricing and contract negotiation
- Sample approval



QUALITY ASSURANCE

- Quality checks
- Range of test including: spectrology, tensile testing, dimensional analysis, full PPAP



LOGISTICS

- Efficient and cost-effective transportation
- Consolidation of shipments from multiple suppliers
- Customs clearance and import documentation



WAREHOUSE AND DISTRIBUTION

- Secure warehousing
- Delivery

Product types

At Asco we focus on sourcing metal engineered products of all kinds. The country and supplier for our customers' goods depend upon the required process of manufacture, material, delivery batch size, speed of delivery and level of specialisation. The range of projects that Asco has successfully completed in the past include the following process.



MANUFACTURING PROCESSES AND COMPONENTS

- Forging
- Casting
- Pressing and Stamping
- Precision machining
- Heavy and light fabrications
- Special fasteners (hot & cold formed)
- Galvanised fasteners
- Turned parts
- Welding
- Assembly and sub-assembly

MATERIALS FERROUS

- Alloy Steel
- Carbon Steel
- Mild Steel
- Cast Iron
- Stainless Steel

MATERIALS NON FERROUS

- Aluminum
- Brass
- Copper
- Zinc
- Titanium

Why use Asco?

The benefits that Asco brings to its customers include:

BETTER RESPONSE AND PRICES

Asco has been working with suppliers from Asia since its inception in 1998. This experience means that we have a comprehensive list of qualified suppliers who we work with and trust. The result is better negotiating power and faster response times for deliveries. The other reason our prices are competitive is due to the economies of scale in transport.

QUALITY IS PREREQUISITE

Being BSI approved to ISO9001, we are fully aware of the rigorous quality requirements demanded by customers and expect nothing less from our suppliers, who are audited regularly. We insist that they be accredited to ISO9001 as a minimum, while many hold TS16949 and ISO14001 accreditations, thus ensuring quality and accountability.

OPTIMAL SOURCING

Currently partnering with companies in India, China, Taiwan and Malaysia, we can take advantage of the

unique industry infrastructure of each of these countries and offer a diverse breadth of production capabilities. For example, for lower batch quantity or galvanized products, India is better suited than China.

REDUCED CURRENCY RISK

We quote you prices in your local currency so that you do not have to take currency risk.

SHORTENED SUPPLIER LIST

Supplying to OEMs and SMEs, we have a breadth of product capabilities. This allows customers to buy multiple products from us, thus reducing their supplier base. Although not industry specific we are currently serving companies from the following industry sectors:

- Automotive
- Fencing, gates and hinges
- Fixings and Fasteners
- Railways
- Pallet racking
- Construction
- Bedding and Furniture
- Offshore platform
- Solar Energy
- General engineering







Asco Fixings Limited

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