

## Teamwork in anchors BU.

- Chinese supplier
- Forecast quality
- Application time for chemical anchors

December 20<sup>th</sup>, 2015



**LT = 55 days or 66 days?**



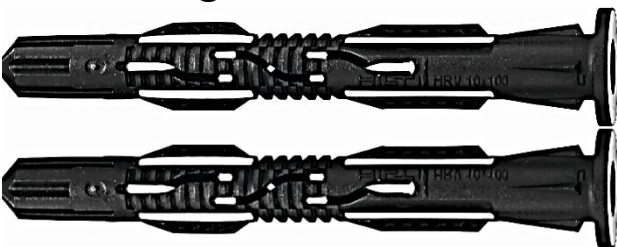
## HRV anchors and defective steels

HRV anchor consists two details:

Steel



Insulating connector



- 1,2 mln steels had defective, value 12 mln rub.
- Production and sending for all qty of defective steels from Chinese supplier to MO RU free charge.
- Repack boxes of the HRV-anchors for start of sales.
- Old part of the steels was utilized.

**HILTI**

**Customer**



**Customer service**



**Warehouse**



**TEAM**



**Supplier**



**RCDS&PM**



## Three variants of delivery from China



It costs – 1000 rub. LT = 20 days  
It's more expensive than shipment by ship, but it's the quickest



It costs – 1000 rub. LT = 20 days  
It's the most expensive way and it's not quicker than shipment by train



It costs – 1000 rub. LT = 55 days  
It's the standard shipment which we use

## The general product of chemical for the Russian winter



Application time is 12 months. It was over for 6500 pcs of the product, value 7 mln rub.

Prolong is possible if oxygen in the capsule doesn't exceed acceptable 3 percent.

Our experts tested the part of anchors in the laboratory and prolonged application time.

We have sold all qty without discount, value 12 mln rub., profit 17 mln rub.