



PACE ASSEMBLY TOOLS

An ISO 9001 : 2015 Certified Company

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Cost Per Component (CPC) Services & Solutions For Assembly Tools



PACE TOOLS: THE LEADERS IN ASSEMBLY TOOL SOLUTIONS & SERVICES THROUGH THEIR UNIQUE “CPC CONCEPT” CALLED AS COST PER COMPONENT (AGGREGATE).






OUR BRAND PARTNERS



Our Brands	Country of Origin	Product Range Speciality
	Italy	<ul style="list-style-type: none"> -Fastening and Riveting Tools -Multi-type Rivets
	Italy	<ul style="list-style-type: none"> -Torque Solutions -Torque Test Benches
	Italy	<ul style="list-style-type: none"> -Torque Wrenches
	U.S.A	<ul style="list-style-type: none"> - Torque Testers and Analysers - Torque and Angle Control Screwdrivers - Hand Torque Tools
	Japan	<ul style="list-style-type: none"> - Oil Pulse Tools - Shutoff Screwdrivers - Crowfoot Tools
	Japan	<ul style="list-style-type: none"> -Transducerized Pneumatic Nutrunners -Poka-yoke Systems - Pneumatic Tools

OUR BRAND PARTNERS



Our Brands	Country of Origin	Product Range Speciality
 <p>STANLEY. Engineered Fastening</p>	U.S.A	-DC Tools
 <p>Air Boss[®]</p>	Taiwan	-Pneumatic Tools
 <p>Firebird</p>	Taiwan	-Pneumatic Tools
 <p>BOSCH</p>	Germany	-Battery and Power Tools -Exact Shutoff Cordless Tools
 <p>EQUIPMENT UK</p>	U.K	-Hydraulic Torque Wrenches -Bolting Solution -Flange Management Solution

OUR PRODUCTS



OUR PRODUCTS



WHAT IS CPC??



Tools' Services



Basic Care

Increase your tools performance



Smart Care

Lower the administrative hassle



Peace of Mind

Focus on your core business

CPC is a **Stable** cost that vary in direct proportion to the quantity of products delivered. Unlike **other costs**, which keep varying regardless of output, variable costs are a direct function of production **volume**, rising whenever production expands and falling whenever it reduces.

Technical Support



Onsite Support



Spares Management



Team Training

WHY CPC IS REQUIRED??



- ▶ One Roof solution for multiple types of tool variant.
- ▶ To eliminate wastage of valuable time.
- ▶ To eliminate Inventory related failures.
- ▶ To eliminate inventory carrying cost.
- ▶ To enhance up time & eliminate Re-work.
- ▶ To enhance **PERQ factors** such as **P**roductivity, **E**rgonomics, **R**eliability & **Q**uality.
- ▶ To implement New Technology.
- ▶ To upgrade the process towards system driven.

HOW CPC WORKS??



- ▶ Planning, Procurement and execution is outsourced to Pace Tools.
- ▶ Pace Tools has service expertise in Assembly Tools.
- ▶ Pace Tools will act as comprehensive service provider.
- ▶ Customer to provide with dedicated space for tools management for in-plant round the clock services.
- ▶ Pace Tools concentration is limited to assembly tools deliverables.
- ▶ Pace Tools keep ready standby tools & spares inventory and operate on replacement basis.

COST CALCULATING FORMULA:



$$\text{Total Cost} = A \times R$$

Here,

A = Total Output Quantity produced in a month.

R = Rate per Aggregate

- ▶ Spares Cost and Administrative cost savings.
- ▶ To enhance uptime by adhering SLA Protocol.
- ▶ Spares and stand-by tools availability with back up plans.
- ▶ No procedural delays.
- ▶ Costly Manpower reduction.
- ▶ No price escalation due to Locked Prices for 3 years.



- ▶ Services shall be managed by trained and well experienced team of Engineers/ Technicians.
- ▶ Reduced MTTR & Increased MTBF.
- ▶ No Need to maintain inventory and no dead inventory.
- ▶ Scheduled PPM of assembly tools to keep them in service
- ▶ Line study and improvement plan are done based on application engineering and joint characteristics.



COMMERCIAL BENEFITS



- ▶ Savings on Dead Inventory Cost 15%
- ▶ Savings on Men power cost 10%
- ▶ Savings on Spares & Losses 15%
- ▶ No Price Escalation for next 3 years 5%

Note:

-Indirect benefits such as reduction in men hour losses & Improved productivity



**INCREASE
EFFICIENCY**



**REDUCE
MANPOWER**



**LEANER PRODUCTION
LINE**

Successful accounts under CPC services concept:

1.  since 2009

2.  since 2015

3.  Under process

APPRECIATION FROM 'TATA MOTORS'



14. Above Preventive Maintenance contract is being renewed & signed 5th time in a row after considering the excellent after sales services, prompt supplies of new & repaired pneumatic tools and spare parts by Pace Assembly Tools (PAT) to Tata Motors Limited (TML) –Pantnagar plant since February 2009.


Accepted and approved on behalf of
Pace Assembly Tools

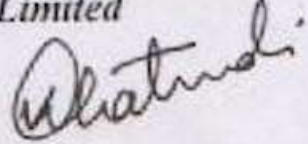
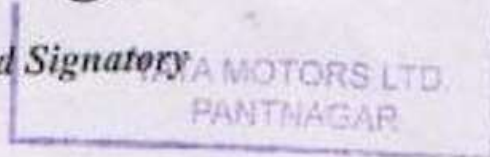

Authorized Signatory

A circular purple stamp for Pace Assembly Tools. The outer ring contains the text 'PACE ASSEMBLY TOOLS' at the top and 'Bhimtal Road, Rudrapur (U.K.)' at the bottom. In the center, there is a field labeled 'Date:' followed by a dotted line for writing.

Date of signing: March 19, 2015

Accepted and approved on behalf of
Tata Motors Limited


Authorized Signatory


A rectangular purple stamp for Tata Motors Limited. The text inside the stamp reads 'TATA MOTORS LTD.' on the top line and 'PANTNAGAR' on the bottom line.

APPRECIATION FROM 'AL – PNR'



Anjankumar Das (Chassis & Cab BU) <anjankumar.das@ashokleyland.com>

To: pace_tools@yahoo.co.in, pace.tools27@yahoo.co.in

Cc: Mahesh.Keskar@ashokleyland.com, Yogesh.Singh@ashokleyland.com



Mon, 19 Oct 2015 at 1:07 PM ★

Dear Management of PACE Assembly Tools,

At the onset, I would like to congratulate you for the splendid work done in months that saw record Production from PNR plant of Ashok Leyland.

Starting from the month of August 2015 which was the month when you came on board with us, the organization had embarked on the journey towards volume ramp up.

With production hitting record levels of 4400 in August & 5550 in September, would not have been possible without a meaningful support from the perspective of tooling management. The achievement was more satisfying when we evaluate ourselves on the rigorous planning & execution processes that were undertaken to meet the new concept of CPC in such serious volume ramp up phases.

I take this opportunity once again to express my sincere gratitude towards for the coveted achievement.

Going forward, the final Quarter of FY 15 – 16 looks very challenging with management throwing us the Volume targets of 6500+ numbers, a jump of another 1000 vehicles from previous best figures.

We need to have a similar detailed planning phase as was done in the recent past & as smooth an execution as we had experienced in September.

Thanking you & looking forward to your continued support .

Anjan

APPRECIATION FROM 'AL – HOSUR'



Subject: Hosur 2 CPC order renewal Enquiry

Subrahmanyam P (Plant Maintenance)
<Subrahmanyam.P@ashokleyland.com>

Sent: Fri, 13 Dec 2019 15:37:57 GMT+0530

To: You and others

Show full headers | Report Spam | View blocked images

Dear Mr Jadon & Maitra Team,

Good Evening and Greetings for the Day

Thank you very much for the cordial discussions we had Yesterday 12.12.19 on the subject in view of the previous CPC agreement getting completed by end Dec'19

AL Team represented by Mr Srinivasa Raghavan, Mr Vaidyalingam from Finance, Mr Ananthan from Planning/IED, Mr Udayappan and self from Plant Engineering.

AL Team is happy to be associated with M/S PAT during the past 4 Years while availing the services on Maintenance of Pneumatic /Hand tools.

The extract of the discussions is consolidated as below,

- The feedback on the Performance is satisfactory with your dedicated Team on site .
- The areas requiring improvement are also briefly deliberated and PAT agreed to sportively take it up
- AL expressed our intent of the continued partnership with PAT in our ongoing initiatives like BS6,MBP etc with the value adds proposed by PAT
- The current Auto market scenario, challenges of sustaining the long term partnership w.r.t Cost Optimization for the given Quality/delivery are highlighted by AL
- AL expressed the Leadership guidelines on the reduction of CPC rates from the current level for the next term considering the Business turnover in the past 4years
- PAT highlighted the constraints citing inflation, minimum wages increase, tool /spares cost increase during the 4 years etc including gaps on agreement terms -expressed inability on reduction
- **AL requested PAT to continue the services at the existing rates for next 3 Months i.e up to 31.03.20 while arriving for long term contract terms thru next round of discussions at the earliest**
- Upon repeated persuasion , PAT has agreed for retaining the material rate, but increase of 10% is sought on service charges to mitigate the situation

PERFORMANCE REPORT FROM 'ASHOK LEYLAND'



Supplier Performance Report



Supplier's Name	PACE ASSEMBLY TOOLS
Vendor Code	7421566
E-mail ID	Pace Tools <pace_tools@yahoo.co.in>
Review Period	Q2 FY'19-20

Buyer's Name	Takdir Sheokand
Area	Non-production (Tools)
Date	25/10/2019

Dear Sir,
We have reviewed your performance for the mentioned period, which is as below.

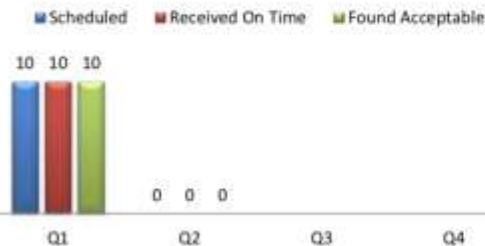
No. of Consignments Scheduled	No. of Consignments Received On Time	No. of Consignments found Accepted	No. of Cases which caused Line Disruptions	No. of Cases of Premium Freights	Quality Performance	Delivery Performance
			0	0	#VALUE!	#VALUE!
			Rating*****	Rating*****	A	A

- ***** A- 90% and above
- B- 80 to 89%
- C- 70 to 79%
- D- Below 70%

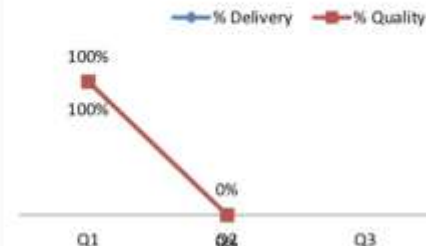
Your Performance Trend for Quality & Delivery for Current Fiscal Year are as under:

	Review Period	Q1	Q2	Q3	Q4
No. of Items	Scheduled	10			
	Received On Time	10			
	Found Acceptable	10			
	% Delivery	100%	#VALUE!		
	% Quality	100%	#VALUE!		

Material Receipt



% Performance



CONSULTANCY SERVICES – ‘AL MBP PROJECT’



PR-6040-0



PURCHASE ORDER

ASHOK LEYLAND LTD. TECHNICAL CENTRE
VELLIVYOYALCHAVADI
CHENNAI-600103 Tamil Nadu India
Tel : 91-44-25398000 Fax : 91-44-25398777
GST Number : 33AAACA4651L1ZT

Supplier Code : 7418525
Supplier Details : M/S. PACE ASSEMBLY TOOLS
1-A/27,
N.I.T

FARIDABAD - 121001
Haryana India

Deliver Service At:
ASHOK LEYLAND LTD.
TECHNICAL CENTRE
CHENNAI -600103
Place of Supply : Tamil Nadu

Destination:
ASHOK LEYLAND LTD.
TECHNICAL CENTRE
VELLIVYOYALCHAVADI
CHENNAI -600103
Tamil Nadu

PO Number : 4070102939
PO Date : 10.07.2018
PO Type : Service Procurement
Buyer : Devaraj R
Buyer Ph. no :
RFQ.No :
Currency : INR

Supplier GST : 06AMKPS6413M1ZK

Payment Terms : 100%on Satisfactory Work Completion&Certification

Inco Terms:

Mode of Despatch :

This order is subject to the terms and conditions stated here and overleaf

PO LineNo	SAC Code	Service Line No	Ser. LineDesc	Service Activity	Tax Value ₹	UoM	Quantity	Rate ₹	Dis% / ₹	Net Value ₹
1	99833	1	Consultancy Charges	Dly. Date:10.07.2018 Consultancy charges		AU	1.000	25,65,000.00		25,65,000.00
				IGST 18.00 %	461,700.00					

Total Net Value :2,565,000.00

Total Tax Value :4,61,700.00

Total Order Value :30,26,700.00

Total Order Value in words : RUPEES THIRTY LAKHS TWENTY SIX THOUSAND SEVEN HUNDRED ONLY

For ASHOK LEYLAND LTD

N. Sharma

Buyer E-mail: *ju*

PAT PARTICIPATION AT IMTEX 2019





Contact us today for the most Comprehensive Solution for complete Assembly Tooling Solution and Services.



Satyendra Jadon

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Trusted Assembly Tools Experts, Service Provider & Consultant

