

# CASE STUDY: HVAC

KE was approached by a UK based, global HVAC industry leader in commercial heating to provide a strategic turnkey sourcing solution as their OEM production partner of choice.

The brief was to provide a fully assembled destratification fan box unit from OEM provided drawings, comprising of a metal enclosure and fittings, and an axial fan with thermostat controller.

KE produced the metal housing and parts, and sourced the additional items from a proven local supply chain nearby KE's Shenzhen production factory. Product testing according to the required standards was implemented at end of line to ensure the goods boarded the container with the needed quality checks completed.

## THE VALUE THAT KE PRESENTED TO THEIR GLOBAL, UK BASED OEM WAS TWO-FOLD:

**1** Firstly, KE provided production relief and optimisation for their client, enabling a greater focus for production efforts on core products that demanded more critical local oversight. Had KE not provided this support, their client would have otherwise been negatively impacted by the additional production runs on low value items that were still required to be regularly produce.

**2** KE delivered the requested destratification fan box system to the desired quality level and also produced it from a low-cost production region. As a result, this provided their client with a substantial unit cost savings.

### IN ADDITION: KE also provided two versions as options to the client:

**A** With an equivalent branded axial fan and thermostat controller.

**B** With an axial fan and thermostat controller sourced from a Chinese brand.

## SUMMARY

In response to a customer request, KE manufactured quality metal enclosures and parts from their low-cost production plants in China. Furthermore, by utilising their proven, localised supply chain network, KE provided a full OEM turnkey production solution to their client who was looking for commercially strategic sourcing options made available through outsourced production.

## ABOUT KE MANUFACTURING

KE Manufacturing is a 55 yr. old British manufacturing company that specialises in sheet metal fabricated products. KE brings the best of British engineering quality and low cost production together, along with an established logistics infrastructure to provide the best possible value as a production partner to global OEMs.

KE currently produces high quality metal enclosures for HP, Samsung, Toshiba and Eaton Corporation, along with many other blue chip companies. KE produces over 500 000 of these units per year, along with a wide range of "value-add" sub component and fully assembled products within a range of industry sectors.

