

# The Back Support for Global Fastener Distributors Achilles Seibert GmbH



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The company was named after Achilles Seibert when he founded it in 1951. Timo Scholle joined in 2011 and took over the company in 2022. Today, they have 15,000 DIN ISO fastener items in stock with a paperless document management system and 100% traceability back to the materials and records even as far as 3 years ago.

## Quick Response for Immediate Demand

The company works between distributors and manufacturers, and only sells to distributors, acting as an importer as well as a readily available warehouse for distributors such as Bossard, Böllhoff, Würth, from big to small brand names and shops. “It’s like going to Costco for your daily supplies, and if you need or forget something to grab and you need it immediately, you’d go to Seven Eleven (convenience store) for quick purchase. That’s where we come in for distributors. We work with them in two ways— either they buy from us because they run out of stock, or they buy fasteners of sizes which they don’t import by themselves, so we are also their importers,” said Timo.

## Digitalized and Automated

The company runs a twenty-four-seven online web shop connected with the electronic data interchange (EDI) system, through which the orders and confirmations are transferred automatically and paperless. No more sending orders by emails or as a PDF, so no one will

have to type orders manually any more. Everything is done electronically, saving more time and avoiding human errors. “Basically you’ll just need to press some buttons to order in our web shop and you’re good to go. The system will also already put distributor’s order details into their ERP system automatically.”

## Reliable Source Now Precedes Cheap Prices

Timo came to the Taiwan International Fastener Show 2023 where he took the interview with Fastener World. He said he came to the show because it is crucial to keep close to existing suppliers and find new sources. “Our criteria for supplier selection is based on capacity, quality, service and price. There are many highly-developed suppliers in Taiwan with high quality, good service and good prices.”

Due to the supply chain disruption, many of his customers realize the cheapest price isn’t always the best choice. “They do not only rely on Asian supplies but also a lot on us. Likewise, we always buy the same items from different sources to make sure we always have stock,” said Timo.

The company has just started to expand their existing warehouse and product range by 50% to cope with increased demand. The expansion is expected to complete by September. The interview closed with Timo expressing his hope to continue ties and rely on each other with Taiwan and other partners globally. ■

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