

Company Focus

Achilles Seibert works between distributors and manufacturers, and only sells to distributors, acting as an importer and a 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," as Managing Director Timo Scholle put it, "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." This year, they transcend themselves with a full-fledged expanded warehouse.



Achilles Seibert GmbH's New Milestone Warehouse Expansion Upgrade to 20,000 Stock Items

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Delivering Faster and Better!

The expansion was completed last November. Now they have more space for pallets, with more high racks and a current capacity around 20,000 stock items, supported by a paperless document management system and 100% traceability back to the materials and records even as far as 3 years ago. "Now we can again deliver faster and better, because we don't have any items in external warehouses anymore," said Timo. He also has a new warehouse in Vietnam: "We have an employee there, so we can leave our goods there and always ship exactly what we and our customers need. Our incoming goods department doesn't need to check the goods anymore." The same goes with India: "We have an employee in India who manages quality for the goods. When the goods arrive in Germany, there is not much to work on, because it's already been done in India."

On CBAM Challenges

Timo thinks the biggest current challenge is the EU regulations such as CBAM. "Imports get more expensive, and it costs a lot of time to meet all requirements," he said, who noted that "all transports also get more expensive because of higher road toll. It's a challenge to keep good prices for customers, but we are always giving our best to keep the standards high." "On another note," he continued, "supply chain disruption has eased but now we have the next problems with the Red Sea and Suez Canal. Ships are sailing around the canal. Sea freight costs have risen immensely."

Strategic Transition: Value-add Service in Tandem with Fastener Offering

Given those challenges, Achilles Seibert no longer just wants to sell fasteners, but also offers a service. They want to create added value for customers, including 24-hour fast delivery, delivery directly from their suppliers in 3-6 months, delivery from the Vietnam and India warehouses in 4-8 weeks. "Due to the geopolitical situation, we are spreading risks across several countries, paying attention to diversification and market spreading," he added.

Achilles Seibert Goes Green

With CBAM, everything gets more expensive and consumes more time. The same goes with Achilles Seibert. "We are constantly striving to work better and more sustainably. We have installed photovoltaic systems and always pay attention to efficient transportation. We recycle packaging and strive to keep our ecological footprint very low with the use of EVs. We try to create an awareness of environmental issues among every employee," he continued with advice for his suppliers: "Suppliers must ensure accurate and fast documentation. This will be very important for us in the future and can also be a selling point. Suppliers can call in external audit companies and get help with the documentation." Looking ahead, he is ready to intensify ties with global suppliers. ■

