



FERROMETAL
MORE THAN FASTENERS





RELIABLE PARTNER

in small accessories logistics

Ferrometal is the leading supplier of fasteners and small accessories in the Baltic region. Our strengths include flexibility, security of supply, and high-quality products. Our extensive product selection and comprehensive service concepts ensure that the customer gets all they need from us quickly and easily.

At Ferrometal, we want to bring added value to our customers. The best way to do this is by providing them with services that correspond to the needs of their business.

We continuously invest in new technologies and want to provide our customers with increasingly smart services in the future in order to further boost their small accessories logistics and allow them to grow and develop their operations. Our competent personnel will help you to create a suitable service package for your needs.

In Finland, Estonia, Latvia and Lithuania, we serve operators across a variety of industrial sectors, the construction sector as well as B2B and B2C resellers. The consumers know us for our Fix master fastener brand.

Ferrometal Oy

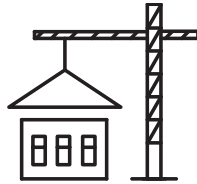
- Established in 1976
- Product selection of 70,000 items
- Our own smart service concepts
- Sales of over EUR 40 million a year
- Monthly deliveries exceeding 750,000 kg
- Nearly 120 employees across three countries
- Market leader in Finland

CUSTOMER BASE

We serve several sectors



INDUSTRY



CONSTRUCTION



RESALE

A global organization

Since 1989, we have been part of the German family-owned Würth Group. As part of the international group, we have a diverse partner network and extensive procurement resources at our disposal. In Finland, the Baltic region and elsewhere, our customers can get services from us and other Würth Group operators.

Würth Group

- Over 400 companies in over 80 countries
- Sales over EUR 20 billion a year
- Over 88,000 employees



OUR PRODUCTS

Diverse range of fasteners and small accessories

We offer an extensive selection of steel fasteners, such as screws, bolts, and plates. We also offer the necessary small accessories and tools for assembly, maintenance, and construction. Our mobile online store serves our customers around the clock.

Our products meet stringent quality criteria, and they conform to the most common standards, such as EN/CE, DIN, and ISO systems. Our own Fix master brand covers several product categories.

Our competent customer service will be happy to help you with choosing the products you need and putting together the best possible service package.

Anchoring technology

- Concrete screws
- Anchor studs and chemical anchoring masses
- Plugs
- Installation tools
- Drop-in anchors
- Design program

Fasteners

- Screws for construction
- Fasteners for steel construction
- Fasteners for mechanical engineering and installation construction
- Fasteners for concrete and stone
- Fasteners for pressure vessels

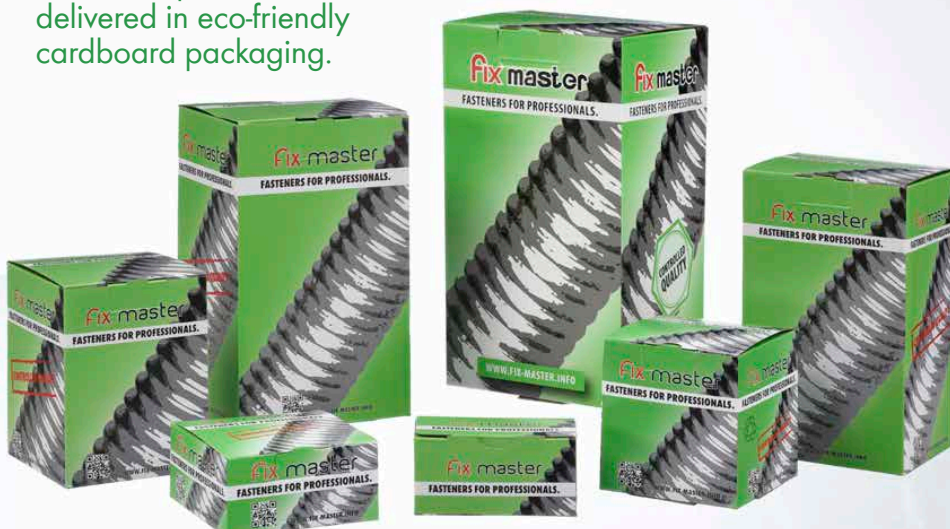
The Fix master brand

- MKT wedge anchors
- Toge concrete screws
- Chemical FIT anchoring masses
- PIAS and PIASTA drilling screws
- Fix master fasteners
- FMX drill bits

Other products

- Electric equipment
- Drill bits
- Screw- and socket bits
- Chain and cable accessories
- Seals
- Plugs
- Connex tools

Fix master products are delivered in eco-friendly cardboard packaging.





1

Product selection of 70,000 items

2

Security of supply of over 99%

3

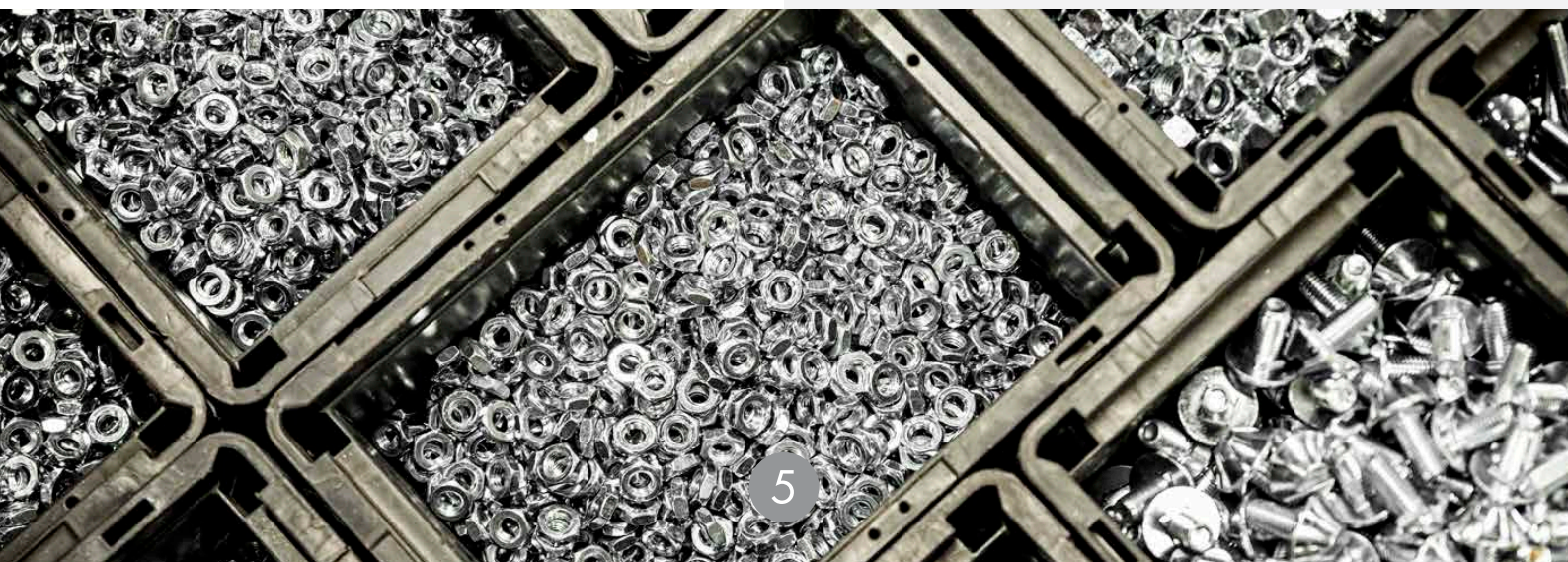
Deliveries on the following day

24/7 web store also available on mobile devices

Our web store for B to B customers serves on every day of the week. You can access the online store from our website or by downloading the Ferrometal app onto your mobile device.



eshop.ferrometal.fi/en



5

OUR SERVICE SOLUTIONS

support the customer's own business

With our smart services, our customers can gain clearly measurable benefits as their productivity and efficiency are boosted. Warehouse management becomes easier, and we bring clear cost savings in logistics. We provide our customers with tailored services for industrial production, construction sites, and resale.

By outsourcing their small components logistics with our systems, our customers have constant access to all the small parts they need right where they want them and at the right time. When the product selection and quantities are optimized, the accessories never run out.

With the help of our mobile applications and other programs, our customer can always find up-to-date product information instantaneously on their phone or work computer. Our customer representatives and distributors will also gladly train you in the use of the products and programs.

**Contact us, and we'll be
happy to tell you more!**



+358 10 308 4500
(weekdays from 7 a.m. to 4 p.m.)



sales@ferrometal.fi

CleverSystem automates small parts logistics

Our CleverSystem contains multiple different solutions that can be combined into a service package that best suits your small parts logistics needs. The predictive ordering system ensures timely restocking deliveries.

The location-independent system can operate anywhere, and our system is used by many of our customers in industry, retail and construction sites for example.

- CleverCar
- CleverStore
- CleverContainer
- CleverBin

**See our video
on the service!**



Store System - the retail system that sells for you

Our Fix master Store System, which is part of the Fix master concept and targeted at B2B and B2C resellers, helps our customers to display Fix master fasteners in a clear and stylish way.

The system's cohesive shelf look beckons the customer to take a closer look at the products, and more detailed product information is easy to read from the sides of the shelves. The shelves are suitable both for bulk products and boxes.

By using the CleverStore services, restocking deliveries will arrive in the stores on time and supplies will always be available.

**Learn more about
our CleverStore
service!**



Mobile applications

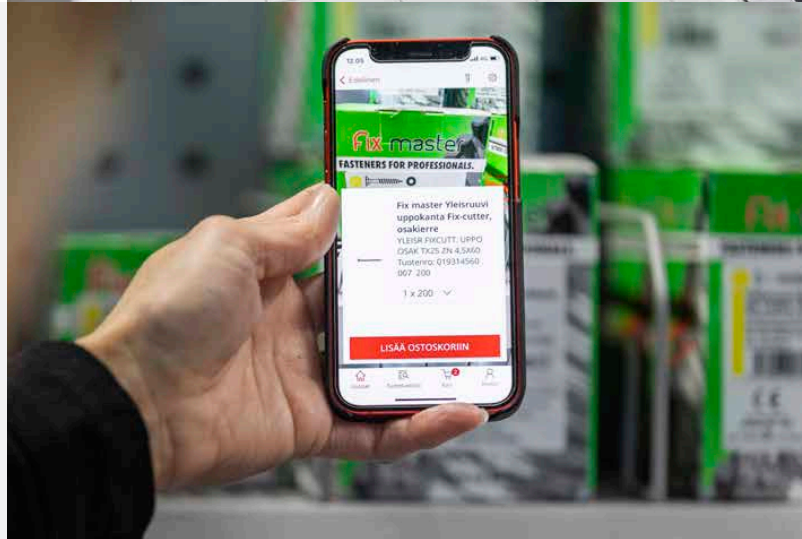
With our mobile applications, our customers can browse product information and make orders conveniently on their own mobile device, regardless of time and place.

- Ferrometal mobile app
- Fm One -mobile ordering tool
- The Fix master -screw picker for consumer customers

FM Kanban RFID

Our real-time pull control system ensures product availability across different-sized production and project environments, where the demand may vary greatly.

When a product runs out, the empty box moves to an RFID-readable platform, which is when the information on the need for a restocking delivery is registered for Ferrometal. Ferrometal immediately delivers a new product batch for the place designated for it on the shelf.





CUSTOMER STORY

Kempower trusts the CleverBin system

Our customer Kempower Oy provides services related to charging solutions for electric cars and machines. High-quality products also require the use of quality parts. This is the reason why Kempower chose to partner up with us.

Kempower wanted an uninterrupted production process, which was ensured through the use of Ferrometal's CleverBin system. The staggered implementation of the system went well, and the idea is to soon have the system cover all fastener orders.

The continuously growing Kempower has especially praised the scalability of the smart system that the company uses: having the orders logged in the system automatically ensures that production does not come to a halt due to the products running out.

Kempower has also been happy with the fact that the automated system allows its employees to focus on their own business despite the strong growth. The Clever system makes orders automatically, and Ferrometal is responsible for quick restocking deliveries.

Adopting the system has also improved the tidiness of the company's premises as the accessories are always in their designated places.

CleverBin

The optical eye in the CleverBin box monitors the product's sales and automatically places an order whenever the product quantity falls below the defined limit. The system is location-independent.

EYES TO THE FUTURE

IoT automation improves reliability

We improve our services with the help of automation and new technologies. By streamlining our operations and investing in sustainable development, we can provide added value for our customers both now and in the future.

For decades, innovation and regular investments have taken Ferrometal forward. We have successfully married the traditional world of fasteners with technological innovations.

By utilizing automation and smart systems, we can reduce unnecessary work phases and our personnel are able to focus on providing personalized service for our customers. Our fully automated order-and-supply chain has reduced errors and improved our security of supply.

Our in-house logistics, implemented in accordance with the Lean model, provides our customers with the option of reducing their backup stores and investing their resources in their core business. In the future, we aim for even shorter delivery times and more precise Just-in-Time deliveries.

1

Up to 70% of our order lines are processed automatically

2

IoT-based warehouse management system

3

Logistics in accordance with the Lean model

4

Sustainable business

IoT systems

The Internet of Things (IoT) refers to systems that transfer information to another system automatically via the Internet.

The continuously updated information is easy for the user to access and analyze for further processing. At the same time, the operations can be conveniently monitored remotely. The application opportunities of the IoT systems are practically unlimited.

At Ferrometal, we make use of the IoT infrastructure in our CleverSystem through the use of various sensors, among other things. This way, we can anticipate and react quickly, for instance, in a situation where a customer is about to run out of a certain type of product.



LOGISTICS

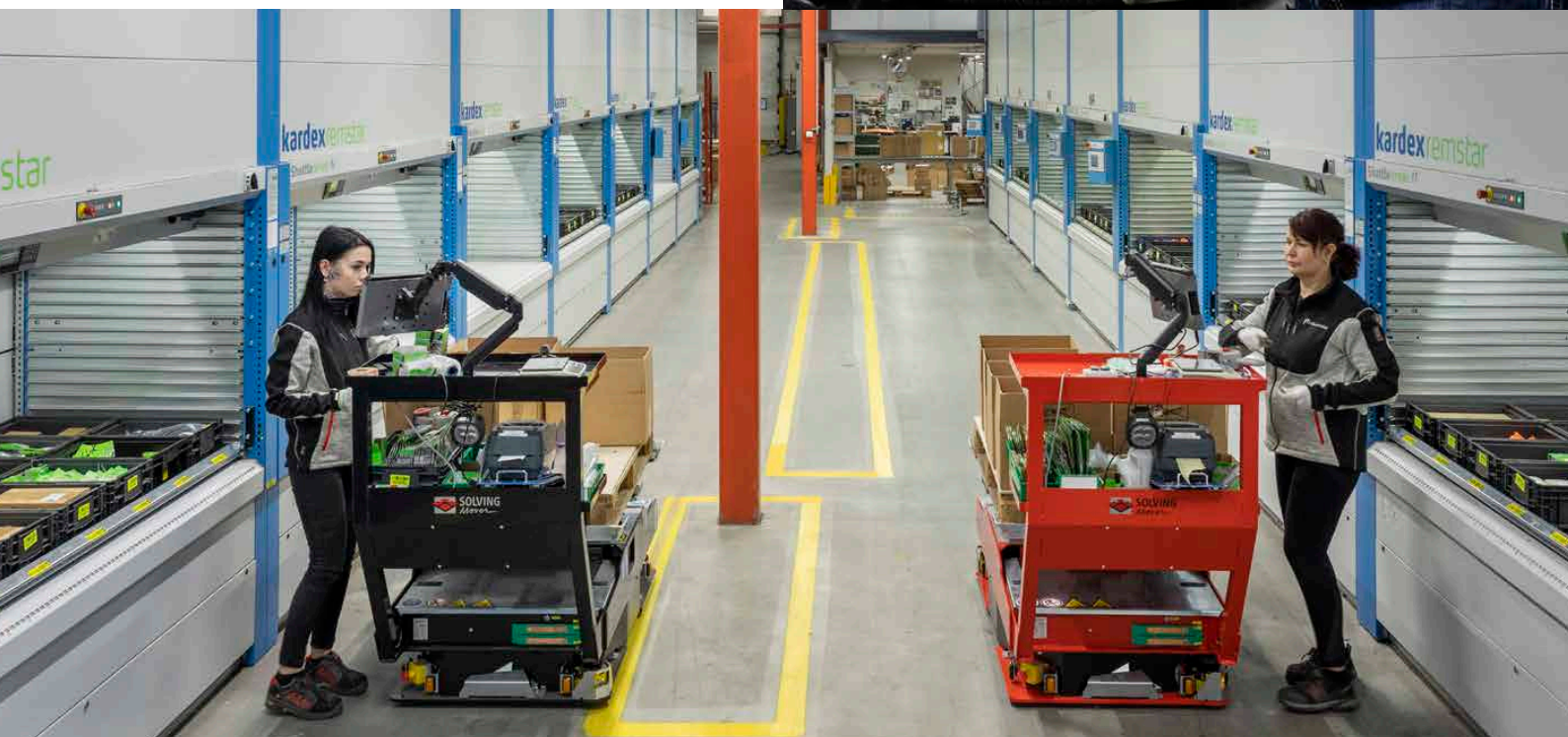
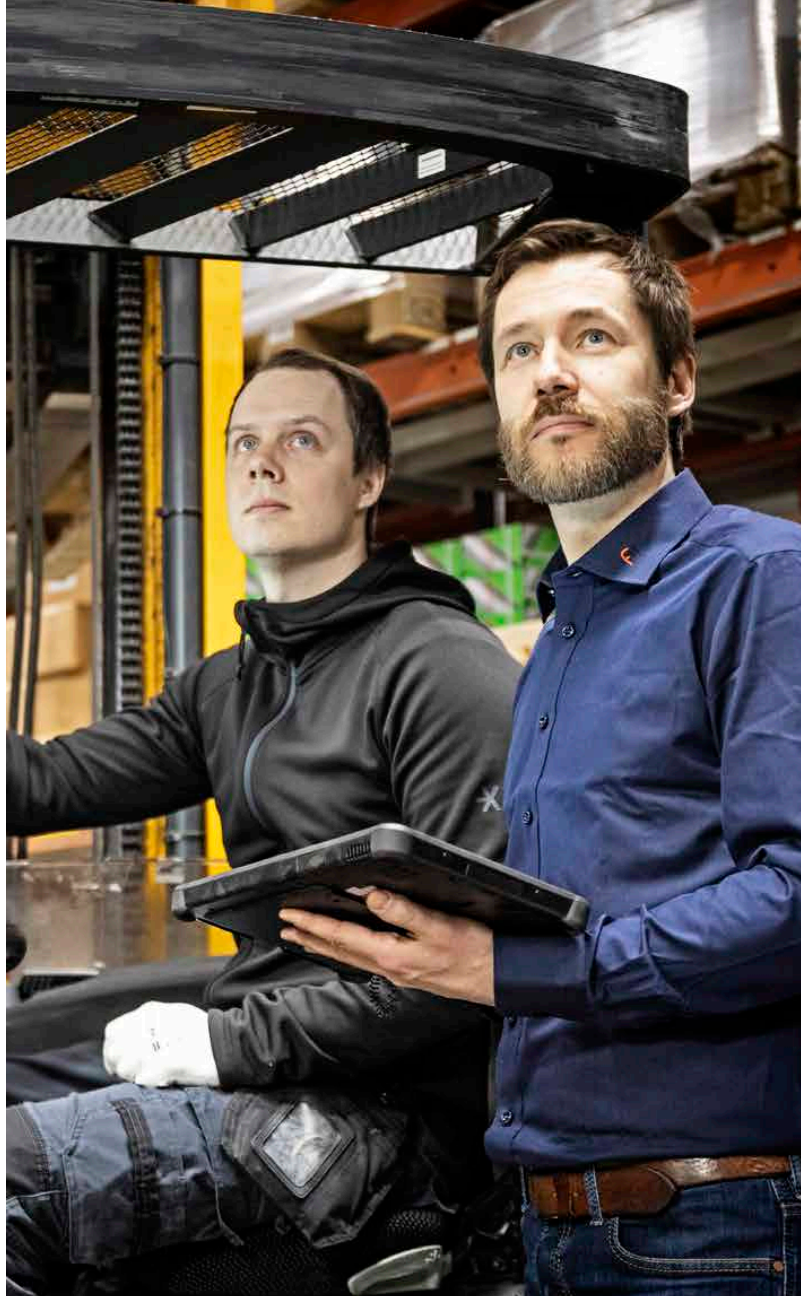
that works

Our WMS-controlled in-house logistics ensures fast and secure deliveries within 24 hours across all of Finland.

With our logistics services, our customers gain clear cost savings. Errors related to warehousing are reduced, and the storage space can be used more efficiently.

With our smart solutions, our customers can automate their ordering process, thereby not having to place orders and make unnecessary investments. One of the undeniable benefits to our service is its real-time nature. This is especially important, for example, in stores, where running out of a product equals lost sales.

We make sure that the products you need are always available!



WMS, warehouse automation, and AGV – Automated Guided Vehicles are integral parts of Ferrometal's order-delivery chain automation and its over 99% delivery reliability.



QUALITY AND RELIABILITY

Transparent service and traceable products

When our customers browse our store, they can trust that they will get the fasteners best suited to their specific field. We only offer products that meet strictly defined standards.

Our products come from carefully selected manufacturers whose operations have been proven to be first-rate. In addition to this, we always check incoming deliveries in our own quality laboratory. We keep all the quality control documents and material certificates, which means that we can guarantee the traceability of our products for several years after their purchase.

Our technical production team is always ready to help our customers with questions related to the products and is also responsible for our valuable product development. We make sure that our personnel's competence is kept up to date by providing regular training. This competence also benefits our customers, for whom we also provide training.

1

Audited suppliers

2

Our own and Würth Group quality control laboratories

3

Fasteners are 100% traceable



ferrometal.fi

Finland

Karhutie 9
FI-01900 Nurmijärvi, Finland

sales@ferrometal.fi

Tel. +358 10 308 11

Customer service and orders

Tel. +358 10 308 4500
(weekdays from 7 a.m. to 4 p.m.)



Estonia

Varre 1
EE-10138 Tallinn, Estonia

Tel. +372 699 0470

eesti@ferrometal.ee



Latvia

Jurmālas iela 13C
Babītes pagasts
Marupes novads
LV-2107 Pinki, Latvia

Tel. +371 6728 0581

latvia@ferrometal.fi



I am Mr. Fix, your fastening expert. I'm here to help you find instructions and tips for all your fastening-related questions.

You can find me at fix-master.info, where I am available to assist you 24/7.

No matter how big or small your question is, don't hesitate to ask!

