



PRECISION PRESSING:

**Why you should partner
with a new or second supplier.**



In the busy world of product design, it's not often that you have the time and space to consider your supplier options.

The chances are, you have a single manufacturer that you always return to. They're consistent in how they supply the product, and the price seems fair (or at least it did, when you initially negotiated).

However, leaning on just one supplier can have its pitfalls – and, critically, you'll only realise you need a second supplier when you reach a crisis point, such as your incumbent being unable to meet a hard deadline. Suddenly, you'll find yourself searching for a new partner out of desperation, rather than choice – leading to contracts that perhaps aren't commercially correct but will get the job done and supply the batch you need. **In the process you lose money, time and value.**

Leaning on just one supplier can have its pitfalls, which are only realised during critical times...

LEADING TO...

- Loss of money
- Loss of time
- Loss of value

There are significant benefits to having a second, trusted contact on speed dial, and you won't want to discover these in hindsight.

Clamason can help you here...



Call our experts today on **01384 400000** to see how Clamason can help.

Let's take a look at some of the key advantages right now...



FLEXIBILITY

If your products are used in sectors with fast-paced trends and needs, you'll know that it's vital to be agile.

With advancing technology and evolving consumer preferences, you need to be quick to update supplied parts to fit new requirements; and your manufacturing partner must be able to keep up.

There may come a time when your incumbent supplier simply doesn't have the capability to produce the latest spec. Perhaps they had the perfect machinery to fit your initial project, but don't have the right technology to suit where the wind is blowing next.

At this point, you'll need reliable engineering support to address your emergent need quickly and efficiently. So, be sure to have a second supplier ready and waiting, with a range of capabilities to suit a changing landscape.



MATERIAL SUPPLY

Access to materials isn't really a selling point for manufacturers; you expect them to be able to source what's required to carry out the work you've requested. However, supply issues can happen – and if they do, you won't want it to result in your entire production line grinding to a halt.

If you've established a relationship with a second supplier, you can quickly get the wheels moving on an alternative provision, using their individual connections to secure new stock and prevent costly delays.



DEMAND

Even if your work isn't project-based and you expect to require the same part for a long time, market forces can still be variable. If you suddenly need to scale your batch size up or down, it may be tricky for a single supplier to accommodate the change. They may not have sufficient resources to support unexpected growth, or they may feel that their resources won't be used efficiently if capacity is reduced. If you aren't convinced that your current supplier will be able to scale when you need it most, be sure to start a conversation with one who can.

Missing out on growth opportunities will mean your business takes the hit – and the same can be said of producing more stock than you need. If the minimum order quantity is too high, you'll need to find a way to store and eventually shift those excess parts; meanwhile, a quantity that's too low will leave you at risk of losing market share.

Either scenario could spark a commercial crisis, so be sure you're prepared with the right supplier on hand to help.



DESIGN SERVICES

Design for manufacture is a complex process and not all manufacturers offer this service in-house. Many will expect you to produce a fully designed idea that they will then engineer. Day-to-day, you may find this process advantageous, especially if you must validate your parts in-house before they go into production. You might not have time to entertain second opinions and then backstep. But what if you find yourself grappling with a design that just isn't going to plan? Perhaps your usual engineers consider it impractical and send it back to the drawing board.

A second supplier may take a different view and have more success – particularly if they are able to offer **design and CAD services** themselves.

Different suppliers will have a variety of technology at their disposal. If your design is proving troublesome to one, another may have the tools required to bring it to life; so be sure to have a back-up supplier.



FULL-SERVICE PROVISION

When you're using a series of third parties to support production, the costs and inefficiencies can start to stack up.

For example, if you're using one supplier to engineer your stamped components but using your own workforce for routing and assembly, it could bloat your processes and mean you spend a significant portion of your budget on labour. It may be more efficient to use a supplier with a full-service offering, who can take the grind off your hands.

Better yet, a full-service supplier is likely to be able to offer you a **logistics service**, too. This brings an opportunity to cut freight costs and, when the partner is in a desirable location, make the supply chain to key customers easier



Clamason can provide all of these key advantages

Speak with us today to see how we can add value to your next project.

With all these elements considered, it's time to ask yourself...

- Have you experienced time-consuming or costly hold-ups with your current supplier?
- Are you concerned that your incumbent may not keep up with changes in demand?
- Are you confident that you are seeing the best overall value?



If you're wondering if you could benefit from a second or new supplier, it's time to start a conversation with Clamason.

- ✓ Clamason have more than **seven decades of experience** in stamping metal pressings.
- ✓ We have years of experience in producing bespoke precision metal components for the automotive sector and are now a **leading player in the development of eco-tech parts.**
- ✓ If you need stamped metal components, **we can add value to your next project.**
- ✓ **Our engineers collaborate with clients from the outset** of a project, using advanced stamping simulation technology to inform the design phase. We also guarantee precision tooling in a quick and efficient manner, with next-to-no waste.
- ✓ Once stamped, components can be cleaned and packed in safe environments, completing a full-service solution with **exceptional value for money.**



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