

CUSTOMER SUCCESS

GUIDELINE



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HOW TO GET NEARLY 100% ON-TIME DELIVERY



HOW TO GET NEARLY 100% ON-TIME DELIVERY

What's your company's on-time delivery rate? If you're like most manufacturers, you're watching this number closely and always looking for ways to improve. Elasto Proxy, a rubber fabricator and distributor, can offer you nearly 100% on-time delivery when you share your production forecast with us. Through stronger supplier communication and automated procurement, you'll also achieve additional business benefits. Contact us to get started or keep reading to learn about how to get nearly 100% on-time delivery.

PRODUCTION FORECASTING

Production forecasting is about estimating future demand for the goods you'll produce and everything that you'll need to make them. Whether you forecast based on historical trends, seasonal patterns, or business cycles, looking into the future can help you to manage inventory levels, reduce costs, optimize transportation logistics, and increase customer satisfaction. Forecasting can also help you to schedule production activities for greater agility, flexibility, and transparency across your organization. As important as production forecasting has become, many manufacturers still struggle to maintain optimal inventory levels. The effects can range from stock-outs and production bottlenecks to expensive air freight and lost business opportunities. By sharing your production forecast with Elasto Proxy, you can get the industrial rubber products that you need while reducing these business risks. Sharing your forecast with us also means we can order raw materials on your behalf more cost-effectively.

SUPPLIER COMMUNICATION

Supplier communication has always been important, but it's been mission-critical during COVID-19. During the height of the pandemic, manufacturers need to know if their suppliers were still operational and, if so, to what extent. Some suppliers closed completely, others ran at reduced capacity, and still others couldn't fill orders because their own vendors were in lockdown. At the same time, many manufacturers pivoted during the pandemic and needed to buy materials that they'd never purchased before. The future looks brighter as COVID vaccines become increasingly available, but manufacturers still need to

inoculate their supply chains against future disruptions. In addition to communicating your production forecast, it's worth sharing your pain points and plans for the future. Through stronger communications, you may discover supplier capabilities that you didn't know existed. For example, Elasto Proxy doesn't just distribute and fabricate rubber products. We also offer value-added services such as warehousing.

PROCUREMENT AUTOMATION

Procurement automation is the third and final key to getting nearly 100% on-time delivery. By using digital technology instead of manual purchasing methods, your business can increase speed, efficiency, control, and visibility. You'll reduce internal costs and be in good company, too. According to the American Productivity and Quality Center's Open Standards Benchmarking in Procurement report, 82% of organizations are now using some form electronic procurement. With Elasto Proxy, automated procurement doesn't mean that you'll need to purchase expensive software or hire high-priced developers. Instead, you can send us spreadsheets with your production forecasts. We'll then massage the data so that it flows into our material resource planning (MRP) system and other internal tools. At a time when many manufacturers are re-evaluating everything, isn't it time for your company to look for ways to get greater value from your suppliers?

GET NEARLY 100% ON-TIME DELIVERY WITH ELASTO PROXY

Rubber and plastic parts might seem like commodity products, but Elasto Proxy isn't a commodity company. Instead, we're a manufacturing partner that can help you to solve business challenges. Ask us about how to get nearly 100% on-time delivery, how to reduce freight costs, and how we can help you to reduce manufacturing waste. Our experienced solutions providers can also tell you about the key business trends for 2021 and deliver greater value both now and in the future.

HOW TO MANAGE JUST-IN-TIME DELIVERY DURING COVID-19 AND BEYOND



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Is just-in-time delivery still a business best practice in the age of COVID-19? If so, what's the best way to manage inventory levels to avoid stock-outs? Before the pandemic, many North American and European companies were encouraged to adopt just-in-time (JIT) manufacturing as part of continuous improvement and waste reduction efforts. With the rise of global supply chains, however, just-in-time delivery became vulnerable to tariffs and trade wars, distant natural disasters, and other far flung factors that are beyond a company's control or ability to react quickly. At the height of the COVID-19 pandemic, the risks associated with this approach to JIT delivery became clear. If a supplier was closed or couldn't source the materials for the products you needed, there wouldn't be any deliveries at all. Today, the landscape has changed. Lower-cost suppliers in Asia have reopened for business, but a shortage of shipping containers is raising freight costs and threatening on-time deliveries. Even if you can get what you need, less-than-container loads may not be cost-effective. By modifying your approach to JIT, however, you can reduce risk and get the rubber and plastic products that you need.

JUST-IN-TIME DELIVERY VS. JUST-IN-CASE INVENTORY

JIT delivery aligns orders from suppliers with your production schedule. This increases efficiency and reduces waste because you receive goods only as you need them. JIT delivery also frees up cash because you're not paying for products you don't immediately require, and that would incur costs such as shelving, floor space, security, and climate control. In an ideal JIT system, the products you receive move from dock to assembly line and bypass inventory entirely. By contrast, just-in-case strategies require you to hold sufficient quantities in inventory so that you have enough product to meet minimum market demand. During the height of COVID-19, some manufacturers increased their levels of safety stock to mitigate the risk of stockouts. Even for companies that want to maximize just-in-time inventory, this demonstrated how just-in-time and just-in-case are not mutually exclusive. For critical items especially, it makes good business sense to keep enough safety stock on-hand. The challenge, however,

is determining the proper safety stock levels. But what if you could work with a supplier that uses your production forecasts to determine not just how much to send you, but how much to buy so that you can get the materials or finished products you need?

GLOBALIZE AND LOCALIZE JIT SYSTEMS

Elasto Proxy buys rubber and plastic materials globally and can store raw materials or finished goods at our warehouses in North American and Europe. If you send us your production forecast, we can purchase everything you'll need in order quantities that reduce unit prices and the risk of a material's unavailability or delayed shipment. In other words, you'll know you can get what you need, when you need it, and without paying for it until you receive it. With just-in-time delivery from Elasto Proxy, we can even ship kitted parts in order of assembly. Imagine receiving a box of ready-to-install parts that moves from your dock to the assembly line. That's just one of the value-added services we offer.

Rubber and plastic parts might seem like commodity products, but Elasto Proxy isn't a commodity company. Instead, we're a supply chain partner that can help you to solve complex business challenges that include sourcing, manufacturing, and logistics. Ask us about how to get just-in-time delivery and how we can help you to reduce manufacturing waste. Even the way we produce finished products can help to you to avoid or minimize costs such as tooling. Our ISO 9001:2015 certified company is staffed by experienced solutions providers who can even tell you about the key business trends for 2021 and beyond.

HOW TO BUY LOW MOQs OF INDUSTRIAL RUBBER PRODUCTS



HOW TO BUY LOW MOQs OF INDUSTRIAL RUBBER PRODUCTS

Do you need to buy low MOQs of industrial rubber products such as bulb trim, edge trim, sponge profiles, or solid profiles? Some industrial distributors require you to order quantities that are significantly greater than what you really need. These vendors may try to sell you on the benefits of volume discounts, but you'll tie-up cash in all that excess inventory. And that's just one of the problems with buying in bulk at the expense of a sounder business strategy that considers your true costs.

Elasto Proxy can provide you with rubber products in lower MOQs than you'll find from many other industrial distributors. With rubber coils, our typical minimum order quantity is 50 meters or 164 feet; however, MOQs can vary based on the type of rubber profile that you choose. Contact us to talk about what you need and to learn what have in-stock. If you're not ready to order just yet, keep reading to learn about how to buy in low MOQs – and what can happen if you settle for higher quantities instead.

HIGH MOQs AND TRUE COSTS

Buying more than what you need isn't much of a bargain. Although the per unit cost may be lower, there are hidden costs to consider. For example, there could be a significant opportunity cost – the loss of a potential gain when you choose one option instead of another. Let's say you buy 5000 meters of bulb trim when all you need is 50 meters. The money you spend on the excess 4950 meters is money you can't spend on other items instead.

Vendors with higher MOQs can also cost you more in terms of warehousing. To store all of the excess inventory that you've purchased, you'll need to have enough storage space in your facility. You'll also need to have enough shelving units and, when your shipment arrives, forklifts and inventory personnel on-hand. If your warehouse gets too crowded, there's the risk an employee could hit a box with a forklift and ruin everything that's inside. Rubber also has a shelf life and should be stored under the right conditions.

LOW MOQs AND ADDED VALUE

If you can find a supplier that specializes in low MOQs, won't the unit prices that you pay be higher? That's not necessarily the case. By partnering with the right supplier, you can get competitive prices and added value. For example, Elasto Proxy combines low MOQs with warehousing services. This allows us to buy large, cost-effective quantities on your behalf, store them in our North American or European warehouses, and then release quantities according to your sales forecast.

Consider the benefits of this approach. You won't have to tie-up extra cash in inventory that you don't need right now. In turn, you may be able to reduce the amount of warehouse space and shelving that your business requires. Your employees won't have to receive, move, store, and then retrieve boxes that could get damaged in transit. With our added-value services, Elasto Proxy can even ship you a box of industrial rubber products that moves from your loading dock to your assembly line.

BUY LOW MOQs FROM ELASTO PROXY

Rubber and plastic products might seem like commodity items, but Elasto Proxy isn't a commodity company. Instead, we're a supply chain partner that helps you to solve business challenges. If you're looking for low MOQs, why not ask us about our warehousing services? By contracting with us and sending us your sales forecast, you can reduce manufacturing waste and strengthen your supply chain at a time when too many manufacturers are facing stock-outs or shortages.

GET IN TOUCH

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