

Connector

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Materials Management: a Psychic Phenomenon?

Die-Tech's plans for continued growth rely on both their efficient new high tonnage presses and their cost-effective, innovative materials management program.

Despite the most difficult economic conditions, Die-Tech continues to invest in capital equipment. "Our investment in heavier tonnage presses expands our capability to produce stampings of varying metal thicknesses at a faster rate. With the new press, we are a one stop shop," relates, Tim Zeigler, Vice President of Business Development.



Zeigler explains that customers can consolidate their vendor base by placing all their metal stamping orders through Die-Tech's purchasing system to save administrative time and hassles. The materials management program is designed to enable customers to take advantage of volume discounts on raw material and reduce product turnaround time.

Rita Stoner is the Customer Service Supervisor at Die-Tech and she is responsible for scheduling work through the Press Room and ensuring the needed raw material is at hand. Stoner knows that material management is an effective way for her customers to control costs and reduce lead-time. She describes two available options. The first is a collaborative effort between a Die-Tech Business Development Engineer (BDE) and the customer to forecast production needs over a specified period of time. Raw material is ordered in bulk at a lower cost and these savings are passed on to the customer. "Before the material management forecasting program, it could take 5-12 weeks to get the raw material," adds Stoner, "with this system Die-Tech manages replenishment based upon the customer's forecast."

The second option available to customers is a min/max system. With this system, the BDE and the customer reach an agreement on the safe level for replenishing raw material. "This is an automatic replacement system," says Stoner, "which allows us to have finished product on the floor at all times. When the customer needs it, we pull that product immediately."

"The results of the program are dramatic and having a direct impact on both Die-Tech and their customers' bottom line," reports Stoner. She cites one example. "We make 600,000 substrates annually for an automotive parts manufacturer. Using our high speed press, which will stamp metal components almost twice as fast as older presses, coupled with our automatic min/max replenishment program, the customer saved 20% in costs and realized an 85% reduction in turnaround time. They have the part out the door on the day requested."

It is clear that customers appreciate the excellent service provided by Stoner. It is not unusual for her to get extraordinary compliments. "YOU know what we need before we do" is a frequent comment. Stoner doesn't pretend to be psychic, but she does admit to paying close attention to customers' needs.

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