

# 5-Reasons Why VMI Plus From BW Industrial Sales

*There's A Big Difference!*

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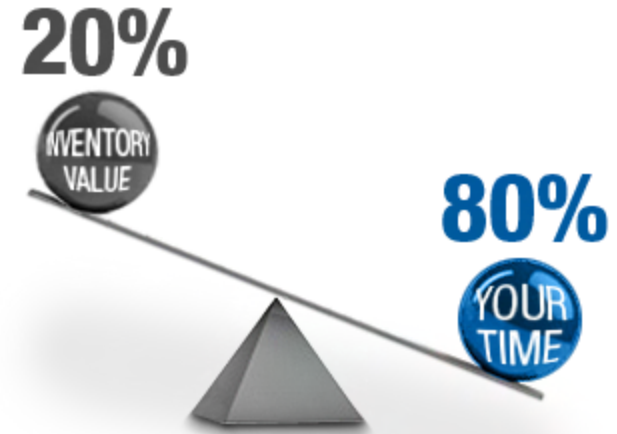
# Cost Savings

Many manufactures still buy large volumes of hardware to assure best price and to help maintain safe inventory levels. Often these items sit for weeks before they are actually used. Excess inventory costs money and takes up valuable space. With BW's **VMI-Plus™** Program, our customers no longer need to warehouse surplus inventory.

Instead, they rely on receiving parts in exact quantities to support their manufacturing schedules while saving money.

### **Consider the Cost of Buying**

*It's estimated that OEMs spend 80% of their time chasing down items that only represent 20% of their inventory value. As a result, the cost of buying hardware is often greater than the unit cost of the items being bought!*



## Just a Few of the Benefits of VMI Plus:

- *Last column pricing*
- *Never run out of inventory*
- *Never overstocked*
- *Parts go directly to the line*
- *Reduces paperwork, transactions & material handling*
- *Saves you money*

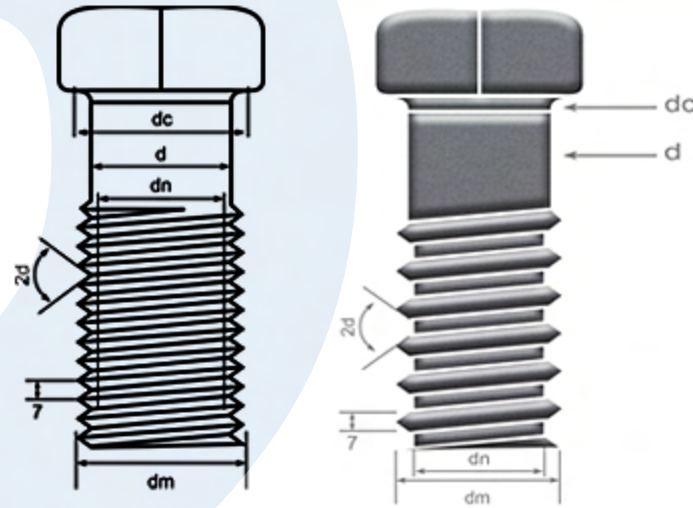


# Specials/Custom Parts



If you are a manufacturer, you already know that if the part can be a standard, off the shelf item, it makes life much easier.

However, there is a good chance that your products are unique and not every part is commercial-standard.



**BW continues their success by offering custom made parts. You provide a print/drawing and quantity, and we will quote you a fair price on quality parts.**

**GREAT  
RELATIONSHIPS**




**SAVE TIME**

The BW advantage begins with relationships; for more than 20 years, BW Industrial has developed an extensive network of quality global manufacturers. Whether you need 10 prototypes or 10 million pieces, BW can save you time and money. In some cases, BW is able to reduce typical lead times from weeks to days!



# Program Control



A common notion exists that implementing a VMI program for industrial supplies results in a loss of control of that supply inventory. While a legitimate concern, nothing could be farther from the reality of how our **VMI-Plus™ Program** works and performs.



**We have created and implemented  
distinct tools and features that actually empower  
our customers control over their  
supply inventory like never before possible.**



The three distinct and tangible ways that we provide control to our VMI...

### **1. ONLINE ORDER TOOL**

*3-clicks away from placing an expedited order for any item currently in your VMI program. Your order will be processed within 60 minutes and you will receive your parts the very next day.*

## **2. ONSITE EMERGENCY SAFETY PARTS VAULT:**



*We place a locked vault-cabinet with an emergency quantity of all the critical parts contained in your VMI program. The inventory in this vault is not billed to you until the seal is broken and parts are consumed. At that time we are notified and we respond with a follow-up shipment the following day.*

### **3. MIRROR-VERSION INVENTORY:**

*We inventory a mirror-version of your VMI program in our in-house floor stock. If an expedited need arises we will access the supplies needed and provide them to you through overnight delivery.*



## With All VMI-Plus™ Programs, BW Industrial Performs the Following:

- *Checks your stock up to twice a week at no charge*
- *Delivers up to twice a week at no charge*
- *Tracks your inventory at no charge*
- *Supplies bins (if needed) and labels*
- *Monitors inventory levels*
- *Offers bagged and/or boxed parts*
- *Part inspection/QC prior to delivery*



# Quality Assurance



Quality is often overlooked until it becomes a problem. Historically, BW Industrial has made quality a priority. A Dedicated Quality Assurance Program including our In-House QC Lab, means that your parts go directly to your assembly line, virtually eliminating the need for additional inspection/oversight.



This saves you time, paper and money.  
We'll keep track of the paperwork trail including inspection results, material certifications and all part traceability records as well.

***We've got quality covered!***





It's because of our commitment and investment in the quality tools and processes that allows us to say and prove that we make sure you receive the **right part at the right time – the first time. Guaranteed!**



Any hardware distributor can deliver parts to a bin. Let's face it – Vendor Managed Inventory has been around for a long time and most companies have jumped on the band wagon.

**The BIG question is:**

***What process do they have that truly guarantees cost-savings?***



The BW Industrial **VMI-Plus™** process is born out of decades of experience. BW becomes a partner, breaking down the barrier of “vendor vs. buyer”.

It begins with a comprehensive, seven category ***Site Survey*** taking every element of your purchasing, logistics, receiving and production process into account.



By taking time to gather this information, BW is usually able to immediately help uncover opportunities to eliminate waste and increase throughput in your manufacturing process.

BW Industrial becomes a partner as well as an extension of your warehouse. By outsourcing many of the repetitive purchasing duties, **BW is able to increase value and ultimately add more profit to your bottom line.**

# Contact Us

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**Have a question?  
Call us... Maybe we can help!**