



"We easily save 10% of a mechanical engineer and acoustic engineers time because we don't have to go through 2-3 rounds of development. "

- Procurement, Associate Category Leader

Annual Benefits

10%

10-Year Annualized
Revenue Growth

10%

Increased Engineering
Productivity

Enclosure Manufacturer

Revenue | \$7.6B



BUSINESS ISSUES

- Deliver products that command a premium price
- Offer products with exact specification performance to support growth
- Shorten new product development cycles by engineering to specifications the first time
- JIT program delivery and management to lower cost by eliminating expensive fire code dependent racking to free up expensive shop floor space
- Continuous innovation to grow into new markets

10% YOY sales growth leveraging Blachford

For the last 100 years, this organizations engines, generators and Uninterruptible Power Supplies products have powered homes, hospitals, lawn mowers, stadiums and everything in-between.

Challenge

Unlike many Blachford customers, the focus with this global icon is not to lower cost by reducing SKU part numbers. In fact, the opposite is true. This global manufacturer uses SKU proliferation to meet the exact specifications across products for many different third-party customers to differentiate and win.

Solution

Blachford is able to make this proliferation of parts strategy affordable by holding stock for important SKUs. This managed inventory approach lowers lead-time, and lowers order multiples keeping on-site inventory at a minimum. Lower on-site inventory helped return valuable manufacturing floor space to the factory for better use of the capital asset.

At the same time SKUs increase costs were lowered because Blachford handled the parts engineering and delivered products that meet the exact specs the first time.

Benefit

- 10% Annualized revenue growth over 10 years
- Saved 10% of mechanical engineers time by eliminating 2 rounds of development
- Eliminate expensive fire code dependent racking and floor space for stocking parts



“Our testing is more stringent than any actual customer application. We command the highest price because we meet EXACTING specifications. We don’t work in the gray area of specifications like our competitors. Our specs apply to all machines, in every application, every time, from portable to multi-megawatt units.”

-Procurement, Associate Category Leader