



## HOW TO SUCCESSFULLY PURCHASE AND MANAGE SPECIAL PARTS

As technical requirements increase, the demand for customised drawing parts is growing. However, there are a few things to keep in mind when procuring them, explains Ferdinand Gross...



**W**hen looking for the ideal connection solution for their product, C-parts customers can choose from hundreds of thousands of DIN and standard parts. However, increasing technical requirements mean that customers often need C-parts to be custom-manufactured according to their drawings and specifications.

For Thomas Erb, Managing Director at the C-parts specialist Ferdinand Gross, procuring these individual parts can be a complex task: "In contrast to standard parts, which are produced by the millions by a large number of established manufacturers in certified quality, drawing parts bring with them special challenges in terms of feasibility, cost efficiency and, not least, security of supply."

As an experienced supplier with over 25,000 drawing parts in its range, Ferdinand Gross thus relies on an established process that addresses all potential problem areas and minimises procurement complexity and risks – all for the benefit of its customers.

### Briefing & manufacturing technology

The manufacturing process is defined based on the customer briefing (drawing or works standard, sample, technical delivery conditions, etc). Experienced application engineers help to develop the ideal technical solution – whether turning, pressing, punching, milling or combined processes – taking into account material, geometry and batch size. The advantage of a C-parts dealer compared to a manufacturer is their "neutrality": instead of being limited to certain processes by the machinery, you can search for the highest quality, most cost-efficient process with an open mind.

### Selecting suitable suppliers

Based on the technological solution, one or more suitable suppliers must be found. Together with the customer, Ferdinand Gross selects the most suitable supplier for the chosen technological solution from its pool of more than 900 manufacturers. In addition to European manufacturers, Asian premium suppliers have increasingly established themselves in the drawing parts segment in recent years. Significant cost savings can be achieved by working with them, and they can also contribute to risk diversification and thus to security of supply within the framework of a multi-sourcing strategy. Which brings us to the last important point.

### System integration and safe supply chain management

As mentioned at the outset, security of supply is a particular challenge, as it is inherently impossible to switch to a large number of suppliers in an emergency. A higher level of stockpiling as well as maintaining multiple suppliers can minimise the risk. But according to Thomas Erb, integrating drawing parts into a holistic Kanban concept is at least as important: "With this close form of cooperation, in which we completely take over the stockpiling and regular supply, we know both the required quantities and the preferred delivery rhythms of our customers and are in regular exchange with them. As part of our safe supply chain management, we are thus able to identify and evaluate emerging procurement risks at an early stage and develop intelligent solutions for drawing parts at risk of bottlenecks in good time."

In conclusion, it can be said that despite all their special features, drawing and special parts can also be procured efficiently and securely at attractive prices. This is best done together with an experienced C-parts specialist who combines relevant technical expertise and reliable QA processes with a global supplier network and a holistic Kanban solution.

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