

Arbarr Partnership Advantage

Reduce Your Inventory

Stabilize Your Costs

Improve Your Cash Flow

Pay Minimum Costs

Obtain Deliveries at Short Notice

Avoid Premium Pricing

Ensure Continuity of Supply

Get Priority Attention

Budget With Ease

Eliminate Setup Costs

At Arbarr we view our customers as friends and business partners working together for the common good. We have therefore put together an exclusive partnership arrangement that will help both you and Arbarr to get the best from this relationship. To achieve this we will maintain our machines fully kitted ready to produce your orders with a regular supply of product on a monthly basis providing you with many advantages.

This is something that is unique to Arbarr. Other suppliers are unable to offer this advantage to you. It is only because Arbarr has top of the range equipment normally operated by multi-nationals that we are able to maintain your job along with multiple other jobs fully kitted on the machines at one time, thereby obviating the need to charge you a setup fee for each shipment.

Your Role

To avail of this all you need to do is

1. Provide us with an annual forecast for your requirements.
2. Place quarterly orders with us that we can deliver equally split over the three months period.

Note: Regardless of your annual forecast you can increase or decrease your order/monthly requirements for the following quarter in order to balance your stock and you are not committed to anything more than the current order. We take the risk and work with our suppliers to get you annual pricing.

Example:

You inform us that you your annual forecast is about 1200 units per year. The quantity doesn't matter. We can do this with very much larger quantities and we can do it with very small turnovers. We will use that forecast to get the best possible pricing for you from our suppliers.

You place an order for your first quarter for 300 units supplied on a monthly basis. We supply you with 100 units the first month, 100 the second month and 100 the third month. You are only committed to the purchase of those 300 units. The next quarter you place a similar order or it could be increased because demand for your product has been high or it could be reduced if demand was less than you had hoped. The price per unit is unchanged from the previous order.

We will bill you on a monthly basis for each month's supply at 30 days net.

The Advantages to you

1. You will gain reliability of supply as we will be delivering to you on a monthly basis.
2. You have a guaranteed reserved place in our production process.
3. You can minimize your stock holding... no need to purchase 1000 units at a time.
4. You avail of our lowest pricing.
5. You gain price stability and exceptional budgeting ability. You don't have to worry about rising prices... your prices for the year are guaranteed unless an exceptional supply condition arises.
6. Your products will be better and more reliable as the production personnel are working on your orders on a regular (monthly) basis.
7. You have better visibility of your supply situation and can ensure availability of product.
8. You avoid premium prices caused due to insufficient time being allotted to planning.
9. Because our machines are set up to service you we can turn up the tap at any time should you need additional supplies.
10. Your purchasing costs are spread evenly over the year giving you better control of your cash flow.
11. You don't have to negotiate each new order... we agree pricing with you once per year.
12. You get priority if you need additional units produced over and beyond what you have budgeted for the month.

The Disadvantages To You





Your partner in manufacturing excellence

Arbarr Electronics Ltd.

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Well, **there aren't any**. This is a pure **"Win"**.

The Advantages to Arbarr

1. We can plan our production processes more efficiently
2. Our turnover is averaged over the year rather than having peaks and troughs.
3. We can react quickly to our customers' needs.
4. We can provide better and more reliable service to our customers.
5. Time is saved through one time negotiation.
6. We can better visualize the gaps in our production and bring in additional orders to compensate.



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