

CUSTOMIZED INVENTORY MANAGEMENT SOLUTIONS

We Manage Your Inventory So You Can Manage Your Business

Falcon Metal manages Class “C” components for original equipment manufacturers (OEMs). Our focus is on increasing production efficiency, lowering risk, and reducing cost. We achieve these results in a number of ways including implementation of inventory management solutions, commonly known as Vendor Managed Inventory (VMI).

We partner with leading manufacturers and deliver comprehensive, easy-to-implement solutions that are customized to meet your unique business needs.

What are Class “C” Production Components?

These are the large number of relatively low-value items that are required to produce your end product. They represent a small portion of your spending, yet a large number of SKUs. They are the components that invariably cause downtime due to unavailability. Nothing can cost you more than a production line shut down because of a 5¢ part.

Companies define their Class “C” components in many different ways. They can vary from fasteners to plastic parts, and standard to special components. Since our inventory management solutions are customized, we can manage any Class “C” component.



Why Falcon Metal Soars Above the Competition



Dedicated Account Manager

A single point-of-contact personally handles all product inquiries, quotes, order fulfillment, and – unique to our industry – purchasing and maintaining on-hand inventory.



Customized Inventory Management Solutions

We work with your key staff members to perform a comprehensive analysis of your operations:

- Clarify goals and objectives
- Follow the flow of material and paperwork within your operation
- Identify any opportunities for improvement

After we analyze the results, you receive a written report that can help increase your productivity, lower your risk, and reduce your cost.



Quarterly Report

We provide you with a status report that details your quarterly spending, delivery performance, and other key statistics. In addition, current and planned activities are included to ensure goals are met.



Advanced Purchasing Methods

Utilizing blanket orders with suppliers ensures consistent pricing for extended periods of time. We constantly evaluate our accounts to identify usage trends and make adjustments to inventory levels.



Falcon Metal
CORPORATION

Small Parts. Big Solutions.

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How Can Falcon Metal Help Your Business?

VENDOR MANAGED INVENTORY

Situation:

Manufacturer used 64 vendors for Class "C" Components. Employee time spent on repetitive tasks to order, receive, stock, and pay each vendor was considerable.

Solution:

Falcon Metal implemented a vendor managed solution — eliminating 63 vendors over 2 years.

Results:

- Eliminated receiving time devoted to these items.
- Purchasing is able to focus on higher-value items.
- Accounts Payable spends less time reconciling and paying invoices.
- Falcon Metal manages 625 items at 754 points-of-use.

ON-SITE PROGRAM

Situation:

The company had an in-plant supplier for 180 Class "C" Components, but still experienced production downtime due to stock outages on the parts.

Solution:

Falcon Metal dedicated a full-time on-site person to manage the items on a daily basis.

Results:

- Eliminated production downtime associated with the items.
- Increased inventory turns to over 50 times annually.
- Falcon Metal is responsible for over 300 items.

KANBAN

Situation:

Our customer utilized a Kanban program and sent replenishment orders to their suppliers, including Falcon Metal. Each supplier was responsible for delivering their orders to the receiving area. Then, the customer received the items, delivered them to their store area, and the Material Handling Associate placed the kanban card and stocked the items. As the program grew, items were sometimes delayed and unavailable for use immediately.

Solution:

Falcon Metal put into action a plan to stock our items at the point-of-use. Items are received into inventory from an electronic document that we email to the customer at the time of delivery.

Results:

- Items provided by Falcon Metal are now available for use 2 to 4 hours earlier than before.
- With our 1-day delivery lead-time — combined with the earlier product availability — our customer has reduced the number of kanban cards on many items.
- Customer has freed up over 20 hours of Material Handling Associate time per month.
- Accounts Payable time is reduced by including our invoice number on the electronic document that we email to Receiving.



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