

Long term stock agreements give KT Assemblies the security of full allocation



- Colin Cumber, General Manager of K T Assemblies Ltd, explains why he takes advantage of Rapid's long term stock agreements to help his business run as efficiently as possible
- Designer & manufacturer of PSU products for CCTV and access control benefit from reduced costs, stock availability & time savings

Formed in 1985, KT Assemblies manufactures AC and DC power supplies, special control panels and security door control systems, and also offers a wide range of ancillary security items such as timers, door alarms, alarm zone panels and repeater displays. The Hastings-based company has a reputation for high quality products, offering a 3-year warranty on all products, as well as high service levels.

THE CHALLENGE

The CCTV installation market in which Colin's company trades is strong but not immune to uncertainty. Day-to-day purchases and last minute orders are a common occurrence.

Colin tries as far as possible to run a just-in-time inventory strategy, in an effort to increase efficiency and decrease waste in the production process. He requires a rigorous logistical and distribution partner that is able to support with issues such as sourcing and stock control, and offers a price that allows KT Assemblies to be competitive in the market while offering good availability and transparency to customers.

Because Rapid is able to offer all these things, as well as guaranteeing next-day delivery, Colin orders from the Rapid website daily.

THE SOLUTION

K T Assemblies take advantage of Rapid's long term stock agreements, a service which provides customers with fixed pricing over a set period.

Colin explains how it works for him. "I simply speak to my account manager about which products I need for the next 12 months. Rapid then source and negotiate a price and let me know all the up-front costs. Where they differ from other distributors is that they will order the full amount of stock, allocate it to my account and securely store it ready for when I need it. Then I simply call off the stock, only get invoiced for what is delivered, and receive it the next day. It's great knowing that if I was to call off all the stock at once Rapid would be able to provide that without a problem."

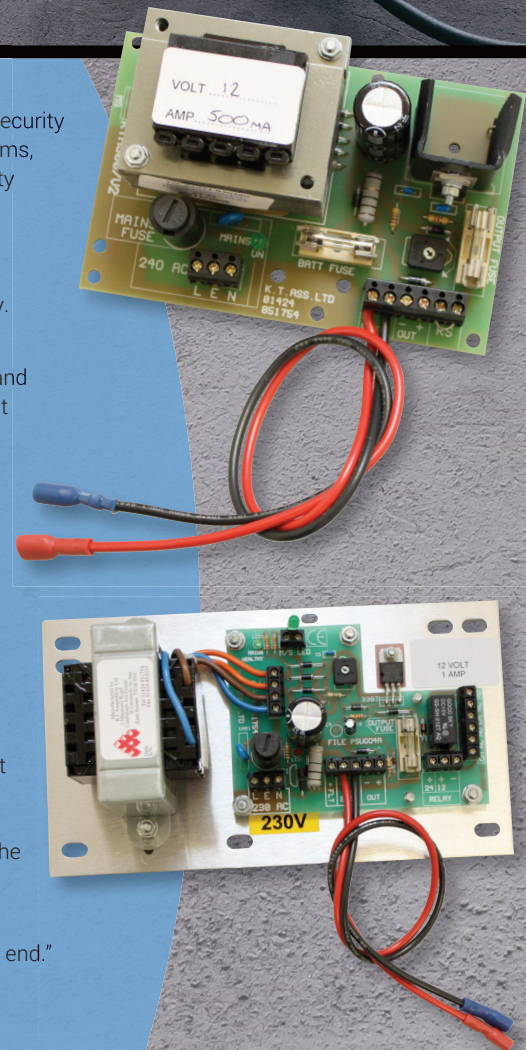
It is also very important for Colin to know how much stock he has remaining at Rapid at all times. I also receive a monthly email telling me what is remaining and when the arrangement is coming to an end."

WHAT POSITIVE RESULTS HAVE K T ASSEMBLIES SEEN AS A RESULT OF USING RAPID'S LONG TERM STOCK AGREEMENTS?

- Decrease in components costs
- Decrease in inventory costs
- Increase in productivity

WHAT DOES THE FUTURE HOLD?

"I will increase our use of this service," says Colin. "I have also suggested that Rapid add additional features to allow for the management of my call-off's to their website, and they have confirmed this will happen."



“I require the best possible product, at the best possible price.”

Long term stock agreements working for you

Flexible delivery around your needs ...

Whether you know when you require the stock or not, you can either pre-set the delivery on specific dates, or simply let us know as you need the stock by calling off throughout the period.



1. Quote and order



Sourcing, negotiating on your behalf, providing fixed pricing and confirming all costs and options up front including the expected start date.

2. Agreement start



We'll inform you when the stock first arrives at our site in Colchester, at which point the agreement period will start*.

3. Pay for what you use, when you use it



We will invoice you when we deliver your goods, with a final invoice for the last delivery with any remaining stock.

4. We'll keep track for you



We will send you a monthly update informing you of the balance of stock and the period left. We'll also give you some advanced notice for when the agreement will end.

*Our long term stock agreements are non-cancellable but we will always endeavour to help you with any challenges you have regarding changes in customer demand. Agreements can be renewed.

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