

# Sourcing Expertise Provides Better Product and Savings



## OPPORTUNITY

A multinational power management customer was utilizing corrugated cardboard covers to prevent debris from entering round molds during heating. After end users reported concerns of quality, strength, and durability of the current product being used, it was an excellent opportunity to find a substitute that would perform as required.

## SOLUTIONS

After gathering information regarding the product's use and to understand concerns with the currently sourced material, WESCO Integrated Supply engaged suppliers to discuss options. After collecting quotes and sample products, newly sourced covers were found that would perform significantly better than the current product, at a drastically lower price. In addition, the new vendor offered additional packaging and shipping products that provided the customer further savings opportunities.

**If your facility uses corrugated mold covers or other corrugated products, contact your WESCO Integrated Supply representative today for additional information on our supply chain solutions.**

## SAVINGS SUMMARY

- Higher quality cardboard covers obtained at 48% less cost than prior pricing
- Annual piece price savings of 93%
- Other shipping products from new vendor providing further cost savings
- Local sourcing of Made in USA product with free product delivery

MORE+  
SERVICES



Sourcing



Inventory  
Management



Product  
Enhancement  
& Packaging



Global  
Logistics



eBusiness