

## *FORGING SUPPLIERS: EXPECTATIONS VS. REALITY*

Forging is a manufacturing process that has been used for centuries to shape metal into a desired shape. The process involves applying compressive forces to metal, which can be done through hammering, pressing, or rolling. The end result is a strong and durable component that can be used in a variety of applications, from heavy machinery to consumer products and aerospace.

When sourcing forged components, many companies turn to forging suppliers for high-quality products and services. However, there can be a difference between what customers expect from a forging supplier and the reality of working with one. In this blog, we will explore the expectations and reality of working with a forging supplier.

### Expectations:

- **High-quality products and services:** One of the main expectations of customers when working with a forging supplier is that they will receive high-quality products and services. This means that the components will be manufactured to the required specifications and free of defects.
- **On-time delivery:** Another expectation is that the supplier will deliver the products on time, as per the agreed-upon schedule. This is important for companies that have tight production schedules and need to receive the components in a timely manner to keep their operations running smoothly.
- **Competitive pricing:** Customers also expect to receive competitive pricing from their forging suppliers. This means that the cost of the components should be reasonable and in line with industry standards.
- **Customisation capabilities:** Some customers may have specific requirements for their components, such as unique shapes or sizes. They expect their forging supplier to have the capability to produce customised products to meet their specific requirements.
- **Responsive and effective communication:** Customers expect their forging suppliers to be responsive and effective communicators. This means that the supplier should be easily reachable and able to provide clear and timely information about the status of the components and any issues that may arise.
- **Strong focus on quality control:** Customers expect their forging supplier to have strict quality control processes in place to ensure that the components meet their specifications.

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Reality:

- High-quality products and services: While most forging suppliers strive to produce high-quality products, some may fall short due to a lack of experience or resources. It's important for customers to do their due diligence and research the supplier's reputation and track record in the industry to ensure that they are capable of producing high-quality components.
- On-time delivery: While most forging suppliers make every effort to deliver on time, unforeseen circumstances such as equipment breakdowns or material delays can cause delays. It's important for customers to have open and clear communication with their suppliers to stay informed about any potential delays and to work together to find a solution.
- Competitive pricing: While pricing can vary among suppliers, it is important to remember that the cheapest option may not always be the best in terms of quality and service. Customers should consider the overall value of the supplier's products and services, not just the price.
- Customisation capabilities: Some suppliers may have limitations on customisation capabilities, so it's best to have clear communication with the supplier to ensure that they are capable of meeting your specific requirements.
- Responsive and effective communication: While most suppliers make every effort to be responsive and effective communicators, language barriers and time zone differences can sometimes make communication difficult. It's important for customers to establish clear lines of communication and to work with a supplier that has a strong understanding of their needs and requirements.
- Strong focus on quality control: While most suppliers have quality control processes in place, some may have more robust processes than others. Customers should research the supplier's quality control processes and certifications to ensure that they meet industry.