

WIN Specialties

Making Specials...Standard

Engineering Review

Submission of a blueprint (or in some cases a sample) initiates the 'When It's Needed' (**WIN**) Specialties engineering review process. In addition to confirmation of characteristics and tolerances, the Lubker review team will inquire about supply and quality expectations including order frequency, annual usage estimates, and (if applicable) critical characteristics and/or historic failure mode and effect analysis.

Engineering Review

Strategic Sourcing

On-Time Delivery

Audit Point

Distribution Activities

Production

Receipt & Inspection

Strategic Sourcing

Strategic sourcing begins with a vendor matching process that may include inquiries to as many as ten qualified manufacturing specialists per sourced item. The sourcing effort stretches beyond the typical and often sole 'overseas' inquiry, it includes best in class – Lubker quality approved domestic and overseas manufacturing firms.

Audit Point

Audit Points are available at several areas along the **WIN** Specialties process. Pricing audit opportunities exist at the sourcing and delivery / invoicing points, Product conformance audit opportunities exist at the manufacturing and receipt / inspection points, and lot traceability and conformance to material standards audit opportunities exist at the distribution point.

Production

Manufacturing is contracted to approved supplier(s) based on compatibility of processes and the ability to meet quality and cost objectives. Available manufacturing options include Cold Heading, Hot Heading, Stamping, Screw Machine, and among others, Injection Molding.

Receipt & Inspection

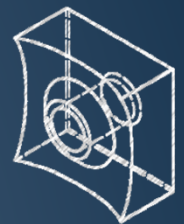
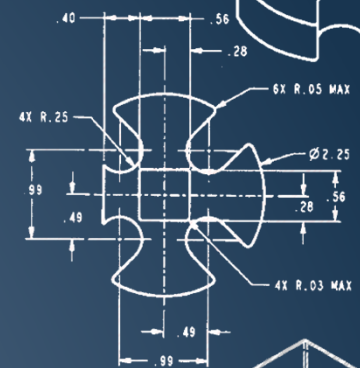
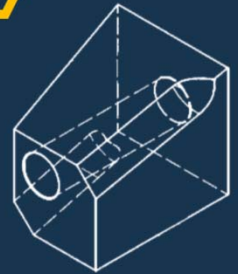
Receipt and independent documented quality inspection is performed by Lubker trained and certified technicians. In addition to dimensional conformity, certifications are reviewed for conformance to chemical and physical material requirements. All inspections are performed per documented instructions and guided by an ISO 9001-2008 registered quality system.

Distribution Activities

Domestic finished goods storage, lot control, and distribution is performed locally within paperless processing warehouse environments with transactional activity guided by Lubker designed 'Bolt On' proprietary software. Real time data incorporates all distribution functions and includes decision making metrics at every level of customer support.

On Time Delivery

On-Time delivery and prepaid freight are available to qualifying customers. When included with a Lubker **WIN** System solution, Lubker support personnel deliver the product directly to the designated point of use, and depending on system arrangements, will review and scan for future replenishment.



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Lubker DISTRIBUTION

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