

R.J. Products, LLC

Utilizing Today's Technology & Yesterday's Knowledge for a Better Tomorrow

Blanket Purchase Order Program

In today's ever changing economy it is imperative to make decisions that positively affect a companies pricing and lead time to ensure that they stay competitive in their industry.

Although we at R.J. Products do our best to keep pricing low by shopping material and outside processing to offer the best possible price, we still see prices fluxuating more than we would like. In an attempt to offer our customers the best pricing and lead times we offer "Blank Purchase Orders" (BPO). Our BPO's offer our customers pricing and lead times that help keep them competitive. Let us customize a BPO to meet your needs!

BENEFITS of BPO'S

- Allows for shipments to be shipped within 1 week of Purchase Order issuance. (excludes 1st shipments)
- Allows for guaranteed pricing for up to 1 year. Protecting the customer from Material and outside processing increases.
- Allows for discounted pricing on products that you buy most.

HOW BPO'S WORK

1. A quote is given for a production run based on a time frame that meets the customers needs.
2. A BPO is issued stating that within the quoted time period the quantity quoted will be purchased.
3. The parts are completed and stocked on the shelf.
4. The customer advises when a shipment is needed and an order is shipped out immediately.

MAKING BPO'S WORK FOR YOU

Company A placed 3 orders of 50 pieces each for part number XXXX in 1 year. Each of these orders were priced at \$39.00 per part for a total cost of \$5850.00 spent on this part for the year. These jobs were also quoted with deliveries ranging from 5-6 weeks.

A BPO for 150 pieces stretched out for 12 months issued today would be priced at \$37.55 each. The first delivery would be standard, however the remaining deliveries would be upon request.

In this instance a BPO would save over \$200.00 in a year and over 10 weeks in lead time.

R.J. Products has been offering BPO's for many years. It is a proven way for our customers to utilize...

JIT SHIPMENTS

MONEY SAVING DISCOUNTS