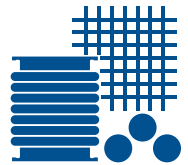


# LEAD TIMES & INVENTORY MANAGEMENT



If you are considering switching to or are currently using the BFM® fitting system, then you understand their unique advantages. BFM® fittings are changing the way factories are changing their connectors!

BFM® fitting offers a total of 39 different spigots. Thirteen standard spigot diameters range from 4" to 26" with each available in your choice of 304SS, 316L SS and mild steel (Dist Sep 2015). With each spigot diameter, there are over 26 different connector lengths available. Add in 6 connector materials along with all the custom connector styles and there are well over 3900 different combinations of diameter, connector length and connector material to choose from.

All these BFM® fitting connectors and spigots combinations means it is not feasible for Siftex to keep every BFM® fitting product on our shelves. As a leading BFM® fitting distributor, Siftex maintains a large inventory of BFM® fitting products to provide the fastest turnaround of your orders. Siftex strives to keep the most popular and best-selling BFM® fitting spigots and connectors in stock. Sometimes this can prove to be a challenge.

Every BFM® fitting spigot and connector is manufactured in Auckland, New Zealand, the home of BFM® Global. The standard lead time for BFM to ship products to Siftex is 5 to 6 weeks. With an expanding list of distributors and customers across the globe, the demand for BFM® fitting products can result in production being delayed an extra week or two. The last thing Siftex wants is for BFM® fitting shipments to be delayed and our customers' orders not to ship on time. So, how can we manage our inventory to minimize out-of-stock and delayed shipments? Two methods always prove effective:

The first method is for you, the customer, to review your usage and place a blanket order covering a six month period of BFM® fitting connector demand. Siftex is ready to purchase and hold BFM® fitting inventory against your purchase order. This will eliminate the risk of out-of-stock conditions effecting your production and maintenance requirements. The second way is for you to purchase a six month supply of BFM® fitting connectors and set a re-order point which allows for a six-week lead time to receive new stock. Talk with your Siftex sales representative about which method you prefer.

Finally, BFM® Global has researched and introduced a number of new connector materials since the BFM® fitting's introduction in 2007. Some materials and sleeve constructions have been discontinued. We suggest you check with your Siftex representative to confirm you are using the most up-to-date materials, product construction and accurate part numbers.

Siftex is proud to offer our customers the BFM® fitting product line. And, we want ensure that the BFM® fitting buying experience is simple and effective. This is another good reason why you get better connected with Siftex.