



# Delivery times cut

**Construction material production has been fast-tracked through shorter equipment lead-times.**

A construction materials equipment manufacturer has improved control over the supply chain of its critical steel parts after entering into a service agreement with newly-established steel merchant, TWR Steel Service Centre. PMSA director, Walter Ebeling, notes that since its inception, TWR Steel has already made a measurable improvement to PMSA's turnaround times. "PMSA manufactures between 60% and 70% of the components for its machinery in house. In the past, we would outsource the profiling, bending, laser cutting and rolling functions to outside companies," he divulges. "Due to long lead times, how-

ever, we were often forced to wait for several weeks before receiving certain materials, and resorted to overstocking of certain items to reduce the impact of delays for customers."

Ebeling adds that the establishment of TWR Steel now ensures that PMSA has full control of all of the components of its manufactured machinery. "In addition to reducing our turnaround times, the complete control of the supply chain also enables PMSA to compete more effectively against lower-cost equipment manufacturers, while stabilising its long-term prices without sacrificing on quality."