

CASE STUDY 2: GLOBAL SOURCING

Your lab is asked to perform testing based on a protocol that was developed in Europe. It calls for testing using an item that is not available in the U.S.

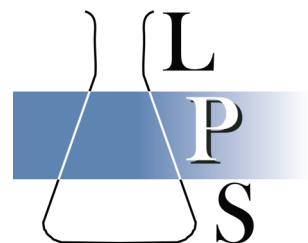
Your contract distributor sells the item in Europe but not in the U.S. and will or cannot import the item. So what do you do? Turn down the opportunity because you can't obtain the products needed to do the testing?

In today's global economy this is not uncommon. Why can't the major distributors help?

The major distributors have the capability of doing this, of course. But only for large customers with the purchasing leverage to bend the rules. And for smaller customers, the answer is, "sorry, we can't do that."

The Result: Your only option is to do it yourself. Go online, use your credit card, then figure out how to get the item through customs and repeat this effort every time you need to reorder.

The Solution: A company that will handle this for you and, upon request stock the item and be ready to ship whenever you need to reorder. Maybe you haven't had the need for this service yet, but wouldn't it be great to have this option available to you? Would this not open the doors to, literally, a world of new products?



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THE PROBLEM: Locating a 5 μ L Loop

Our client needed to implement a European assay protocol that required a 5 μ L inoculation loop. No vendor in the U.S. manufactures a 5 μ L loop. The 5 μ L loops are made by a company in the U.K. They are sold by Fisher in the U.K. but Fisher stated that they could/would not bring them to the U.S. for our customer.



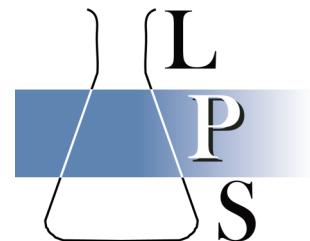
LPS contacted the U.K. manufacturer and set up a distribution agreement. We began to import these for the client but noticed that the air freight charges on a 27lb case were excessive. LPS investigated this and found we could save our client over \$100 per case in shipping charges if we shipped them via ocean freight.

Working with the client, we agreed to import and stock these items they would be on the shelf at a much lower cost whenever they needed the product. The item is now available next day.

Total Savings: > \$3,000 per year.

Question: Do you have a supplier who would do this for you?

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