



THE FOUR “D”’s

Insight into CAB’s Supplier Selection Process

Supplier selection is critical to project/program success. Locating the right supplier for the job is extremely important and can avoid headaches and delays. The success of your project is #1 priority for CAB. So, how do we guarantee success?

Step 1: **D**etermine the Needs

Are your customers shopping for lower costs? Better quality? Reduced lead times? Is it a new project or new program launch? One of the most essential steps of supplier selection is determining the needs of the customer. It is during this phase when design requirements and expectations are communicated. This may involve details such as material grades, geometric tolerances, surface finishes, and testing/performance requirements.

Step 2: **D**etermine the Source

Once all product requirements, quality expectations, and delivery timing has been communicated and defined, CAB will reference our Approved Supplier List (“ASL”) for the best source matching your specific criteria. Our ASL consists of many ISO9001 and TS16949 certified companies that have proven success on similar projects and have long term relationships with CAB. You can rest assured that the chosen supplier has developed similar products and will be capable of meeting all criteria and expectations. Sources that have failed to be successful on agreed upon criteria are promptly removed from our ASL.

Step 3: **D**evelopment

This is when CAB’s value really begins to shine. Our teams are on the ground at the source and become involved daily with the development of your product. Often this is when product requirements are analyzed in greater detail and opportunities for cost savings are discovered. All of our team members have many years of experience in the industry and are familiar with the capabilities of the source factory. Our expert staff will work closely with your engineers and quality team to ensure a smooth development process.

Step 4: **D**elivery

Once all product requirements have been met and the development process has been completed, sample product(s) will ship for your final approval. After obtaining final approval, your product will be released for production.

CAB Incorporated is a manufacturer and distributor of pipe flanges, industrial castings/forgings, and wind tower flanges. We are a Certified Women’s Business Enterprise with ISO 9001:2015 certification. With over 30 years of experience in the industry, we look forward to discussing your unique needs and offering the most reliable and complete solution for your project.

