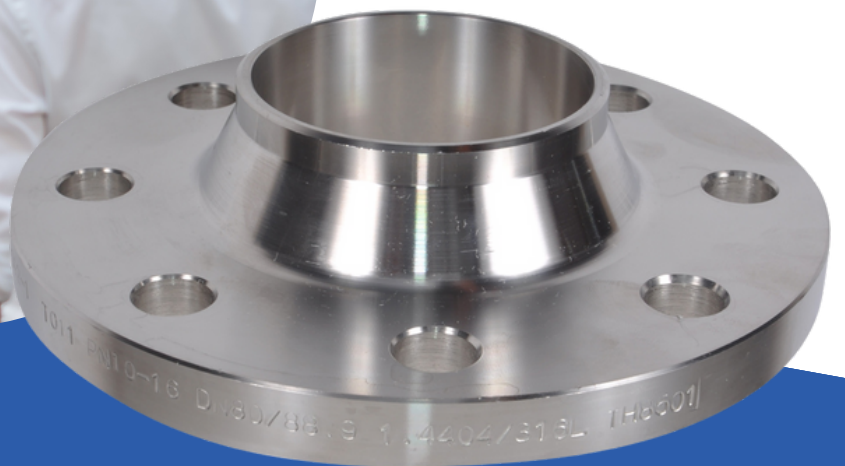


# THE 9+1 QUESTIONS

You should ask to get a better deal  
when buying flanges and fittings



We promise some of them  
will surprise you.

[www.indura.com](http://www.indura.com)

Copyright INDURA 2023





## **In about 5 minutes you'll know how to buy flanges and fittings that will make your CFO, storemen, and customers happy.**

### **You are absolutely right.**

Understanding how flanges and fittings work is pretty straightforward. However, striking the best possible deal is more complex. You need to ask the right questions because there is so much more to it than just the price and delivery time.

To help you get the best deal, our specialists have compiled a list of 9+1 questions to ask your supplier of flanges and fittings. The questions are divided into three categories:

1. The questions you probably ask today
2. The questions you hopefully know about but sometimes forget
3. The questions that might surprise you

We sincerely hope the questions will help you avoid costly mistakes, ensure product quality, and ultimately improve your bottom line.

Kind regards,

Morten Brandt, Export Manager  
& the rest of the Indura team



**Morten Brandt, Export Manager**





# Questions

**1**

**What is the purchase price?**

**2**

**What are the terms of payment?**

**3**

**Can I trust your delivery time?**

**4**

**How do you work with quality assurance?**

**5**

**How is the packaging of my products?**

**6**

**Will your administration help or trouble me?**

**7**

**Which insider information can you provide me?**

**8**

**How future-proof is your setup?**

**9**

**How can you help my brand become thought leaders?**

**10**

**How are our inventory levels?**



# The Questions You Probably Ask Today

1

## What is the purchase price?

This one is obvious – especially because the flanges and fittings market is highly competitive.

To succeed, you must develop a pricing strategy that is both competitive and profitable. Here, you should consider multiple factors, including supplier costs, market demand, and competitors' price levels.

2

## What are the terms of payment?

Paying upfront can be bad for your business. Therefore, you should work with a supplier who offers you favorable terms of payment. This offers a wide range of benefits, such as improving your cash flow management since you have more time to pay for the flanges and fittings.





## The Questions You Probably Ask Today

### 3 Can I trust your delivery time?

Trust is everything. This especially applies to delivery time. You not only need a partner with a fast delivery time but also one who delivers as promised and who you can trust. Choose a partner who is flexible to meet your changing needs. On-time delivery is crucial, so make sure to thoroughly ask your supplier about their delivery terms.

### 4 How do you work with quality assurance?

This question might silence your supplier. If it does, you should go find a new one.

To meet industry-specific requirements, it's important that your flanges and fittings comply with various certifications and standards. This means that the quality of the product must be high, which puts great pressure on your supplier's quality assurance processes.

#### Summary:

Asking about purchase price, terms of payment, delivery time, and quality assurance ensures that you receive the best product at the best price, delivered on time, and meeting the required quality certifications.





# The Questions You Hopefully Know About but Sometimes Forget

5

## How is the packaging of my products?

Let's paint a picture. Your flanges and fittings are being delivered. On time. Everything seems good. Or is it?

Your colleagues at the storeroom need to handle the products, which proves to be a time-consuming battle. Why? Because of the packaging.

Make sure that your suppliers stack the flanges and fittings on pallets. This not only protects the products during transport but also streamlines and optimizes your internal processes.

6

## Will your administration help or trouble me?

For every order of flanges and fittings, there is a pile of administrative paperwork.

Some suppliers take care of everything, so you can focus on more value-creating tasks, while others seem to rely on your ability to take care of things. Choosing the latter might be costly.

Be sure to inquire about the level of administrative support available to you, including whether you can request to receive a packing list by email prior to product delivery. You should also ask about the handling of invoices, certificates, etc.





# The Questions You Hopefully Know About but Sometimes Forget

7

## Which insider information can you provide me?

Trust is everything. This especially applies to delivery time. You not only need a partner with a fast delivery time but also one who delivers as promised and who you can trust. Choose a partner who is flexible to meet your changing needs. On-time delivery is crucial, so make sure to thoroughly ask your supplier about their delivery terms.

### Summary:

Asking about packaging, administrative support, and insider information can help you streamline your internal processes, reduce paperwork, and stay up-to-date on industry trends.





## The Questions That Might Surprise You

8

### How future-proof is your setup?

You don't want to change suppliers every other day. That's why you should choose a supplier that is geared towards meeting your present and future needs.

Ask a potential supplier how their web portal eases your work life. Ask them how they are working with sustainability across their supply chain, and how they take social responsibility. These factors are already relevant today, and they will only increase in importance.

9

### How can you help my brand become thought leaders?

This might seem a bit pushy. However, it's not.

You should ask suppliers how they can help your brand become thought leaders within flanges and fittings. It's fair to demand a wide range of informative content, not to mention your supplier arranging product seminars for you and your colleagues.

#### **Summary:**

**Asking about packaging, administrative support, and insider information can help you streamline your internal processes, reduce paperwork, and stay up-to-date on industry trends.**





## Extra - remember to ask yourself:

10

### How are our inventory levels?

Overstocking is costly. Understocking can lead to lost sales and dissatisfied customers.

Based on market demands, you should determine inventory levels for each type of flanges and fittings.





## What's next?


### You are welcome to ask us the 9+1 questions

We sincerely hope that this guide will help you get a better deal when buying flanges and fittings.

It is no secret that we provide hundreds of wholesalers & OEM with flanges and fittings. If you believe, we should help you too, you are more than welcome to call us.


Kind regards,



 Grønlandsvej 1, DK-7480 Vildbjerg

 [Export@indura.dk](mailto:Export@indura.dk)


 [www.indura.com](http://www.indura.com)


 + 45 97 13 32 44



### Morten Brandt

Export Manager

 [mob@indura.dk](mailto:mob@indura.dk)


 + 45 40 57 68 98




### Jasmin Dervic

International Key  
Account Manager

 [jd@indura.dk](mailto:jd@indura.dk)

 + 45 99 92 93 05

 + 45 27 15 95 50

