



How can we help **you** today?

Supply Chain Solutions

**Build a more reliable  
supply chain with a  
blanket purchase  
agreement.**

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## Supply Chain Solutions

# Why a blanket purchase agreement.

Today's global supply chain is more fragile than ever before, clouded with uncertainty, unforeseen shortages, and fluctuating commodity prices. So many other things are beyond your control.

A blanket purchase agreement cuts right through supply chain issues. Providing peace-of-mind that the fasteners you need will be available when you need them, at the price you are quoting your customer. Building some certainty in an increasingly uncertain world.

### Ask yourself this...

Are you routinely out of stock on everyday parts?

Do pricing fluctuations cause headaches for you, your sales team, and your customers?

Are you mired down in quoting, managing paperwork, and coordinating logistics?

**If you have answered yes to any of these questions, you should consider a blanket purchase agreement from Earnest Machine.**

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## 5 ways a blanket purchase agreement makes your supply chain more reliable.



- 1 Takes the inventory risk off your shoulders.** We purchase the inventory, warehouse it, and work with you to determine a distribution schedule.
- 2 Defends against price increases.** You lock in prices at the time of purchase, shielding you from price fluctuations and material costs increases.
- 3 Reduces your inventory carrying costs.** With a blanket purchase agreement, there's less worry about inventory turns, storage space, and all the expense associated with holding and maintaining inventory.
- 4 Customized to your needs.** A key benefit of blanket purchase agreements is flexibility. Earnest Machine works with you to buy what you need, hold it, and then distribute what you need, when you need it.
- 5 Eliminates paperwork.** Work orders, multiple quotes, and purchase orders can "bog down" your sourcing efforts. A blanket purchase agreement frees your time managing inventory and stock replenishment for other critical tasks.



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# What you need to build a blanket purchase agreement.

An Earnest Machine Sales Representative is ready to help you build a more reliable supply chain today.

**Call 1.800.Earnest**



## **What is the E.A.U.?**

The Estimated Annual Usage of the part or parts that would benefit from a blanket order.



## **Do the parts require customization?**

Earnest Machine can manage all of your secondary processing needs. From custom plating parts, packaging, or machining services like drilling.



## **Do you have country of origin restrictions?**

Blanket purchase agreements can be built for parts we have in stock or parts we can source for you. Earnest sources parts domestically and internationally to meet your product and price requirements.



## **How do you need parts delivered?**

Earnest can deliver parts in bulk container to packaged quantities and drop ship parts with branded packing slips and labels.



## **What are your release requirements?**

How frequently do you need parts delivered? Weekly? Monthly? Quarterly?

## Industrial Distribution Solutions from Earnest Machine

### Core Parts

#### Performance. Guaranteed.

130 product categories  
Large diameter, hard-to-find, & commodity sizes  
Inch & Metric Sizes  
Broken case, case, & bulk quantities  
Container shipments

### Secondary Solutions

#### Exactly how you need it.

Plating / Coatings / Patching  
Machining / Reworks / Drilling  
Packaging / Kitting / Labeling

### Custom Solutions

#### Fasteners & components manufactured to your specific needs

Specialty parts to print drawings  
Hard-to-find fasteners & components  
Engineering Consultation

### Supply Chain Solutions

#### When you need it.

#### Where you need it.

Stock & Release  
Part Data Integration  
Drop Shipping



#### Earnest Machine Headquarters

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