

# Brown

Manufacturing Company, Inc.

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*Purchasing Precision Machined Components  
used to be a Costly Problem . . .  
Now you can purchase Solutions!*



## Co-operative Project Engineering

*An Executive Summary*



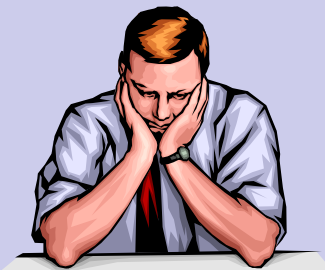
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The Romans said,  
“Let the buyer beware!”

Buying and selling and all the “wheeling and dealing” that goes with them have not changed much since the days of the Roman Empire. After all this time, we’re still getting “stuck” with problems and hidden costs we never bargained for.

The pressure is on for low-cost, high quality precision machined components, without inventory, at the dock on time, and without unnecessary overhead. Very often, that’s not what we’re getting. There must be a better way.

**Now there really is a better way. Read on . . .**



**Purchasing problems got you down?**

Introducing:  
**Co-operative Process Engineering**  
The future of Component Production

Business dealings, although they are competitive, don’t have to be “win/lose.” All that is necessary is for the Customer and Supplier to take the time to talk about what they’re doing.



**Sharing information is the key to a successful project.**

An open exchange of information is vital for both parties. The Supplier must know exactly what the Customer expects, and the Customer needs to know the status of each project throughout the process.

Merely receiving low-cost parts that are within tolerance is no longer sufficient. There are always hidden pockets of waste and expense that go unnoticed because everyone is focusing on the **product**. Success only comes when we address the problems inherent in each **process**.

**Brown Manufacturing** applies the principles of **continuous improvement** to the process of purchasing. Along with the open exchange of **information**, the stages of continuous improvement include:

1. **Planning** the project
2. **Measurement** and control
3. **Analysis** (which leads back to planning)

By taking the time to understand and evaluate each outsourced item not as a **product** but as a **project**, we can take advantage of numerous opportunities for waste reductions in time and resources, leading to a reduction in **total project cost**, over and above product price reductions.

## Here is How it's done:

### • CPE Information Exchange

**RFQ Acknowledgement** In response to your request for quote, you will be sent an acknowledgement by electronic form or fax. Not only will you know that we have received your request, this form will contain the “knowledge base” that we have on your project. Fill it in and return it. We may contact you to gather further information.



**“Constant Contact” Customer Care** By phone, fax, e-mail or the internet, the status of your projects will be available to you *on demand*. Fax and e-mail will provide at least next-business day replies. Internet service will provide information 24/7. Engineering revisions will receive priority handling. Order changes will be processed and acknowledged promptly.

### • CPE Project Proposals

Instead of a simple quotation, we will issue a comprehensive proposal. In many cases we will provide options that could include:

**Integrated Manufacturing** Sub-assemblies usually consist of custom manufactured and “catalogue” components. If we can manufacture these components, we could also assemble and test them for you, using your “catalogue” items on consignment. We can work with you to provide custom machinery solutions

**Volume Discounts** “Families” of products that have a similar configuration — particularly in the stock size — can be manufactured together on

the same workcenter to take advantage of volume raw material pricing and avoid multiple set-up costs. These savings will be passed on to you.

**Contract Pricing Discounts** We can set up individual products, assemblies, or families into one, two, or three year contracts offering 5%, 7.5%, or 10% price discounts, respectively. Products remaining at the end of a contract may be shipped, or “rolled over” into a new contract.

**Documentation** At no additional charge, we offer material, heat treating and/or plating certifications, certificates of compliance, and PPAP's (standard level 3). SPC charts and graphs are also available on customer-designated characteristics. Lot tracking capabilities are also in place.

**Shipping Methods** We will review your product supply needs to help you determine the most efficient and economical approach. We can minimize, recycle, or eliminate shipping materials. Our system is designed to handle *kanban* and *JIT* requirements. We offer a wide variety of transport options, including international services.

### • CPE Continuous Improvement

Our Shop Floor Control system allows us to analyze our processes to determine and eliminate areas of wasted effort and excessive cost. At times, we may suggest engineering changes that could improve your cost/value ratio.

*Contact us Today!*

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