



HOW HYNES INDUSTRIES REDUCED LEAD TIMES BY MORE THAN 70%

For a Global Commercial Construction Manufacturer





EVOLVING SUPPLY CHAIN NEEDS

There's no doubt: The demand for precision-engineered roll form parts has been steadily increasing in the dynamic landscape of the industrial and commercial market. Roll form components play a pivotal role across various sectors, from automotive and construction to aerospace and consumer goods. **As original equipment manufacturers (OEMs) strive to meet evolving customer expectations and market demands, they face a myriad of challenges in managing their supply chains.**

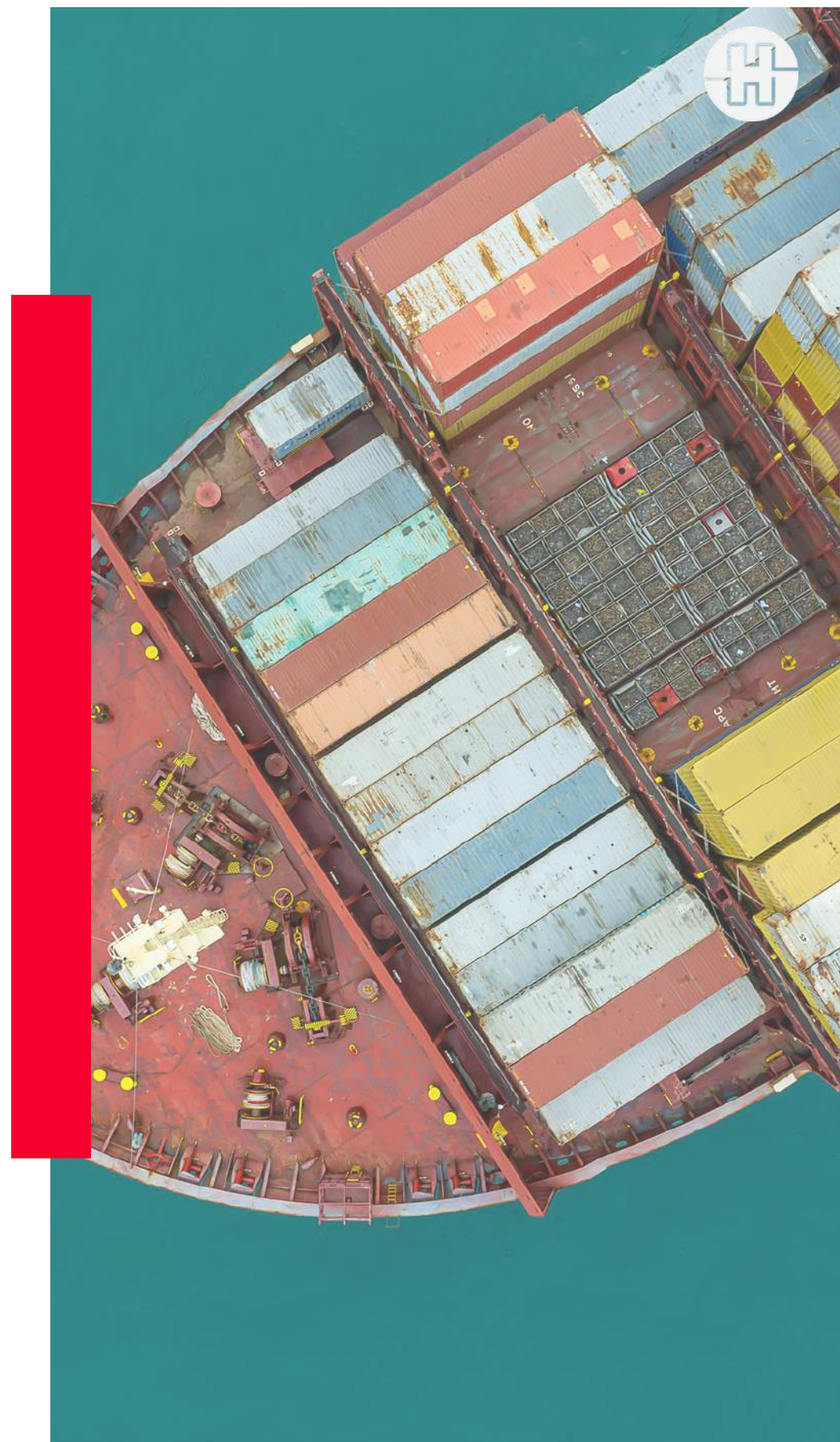
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Fierce competition, rapid technological advancements, and shifting consumer preferences define the industrial and commercial market. OEMs are under constant pressure to optimize their production processes, enhance product quality, and reduce time-to-market while maintaining cost competitiveness. However, amidst these aspirations for efficiency and innovation, supply chain complexities pose significant hurdles for manufacturers.

HOW IT STARTED

One leading global commercial construction OEM faced significant challenges due to delays in its offshore production. Seeking to mitigate future risks and enhance supply chain resilience, the manufacturer embarked on a journey to reshore production back to the United States—and Hynes Industries offered the ideal solution. **This case study explores how Hynes, a seasoned partner in reshoring initiatives, collaborated with the OEM to implement a custom solution that addressed its immediate concerns and yielded substantial improvements in lead times and supply chain efficiency.**

Having outsourced production to China over eight years ago, the OEM encountered severe setbacks during the COVID-19 pandemic as delays in its supply chain led to substantial revenue losses and strained relationships with its customers. **With a significant portion of its products reliant on components sourced from overseas, the manufacturer faced challenges in fulfilling orders promptly, resulting in lost sales opportunities and a dent in its market reputation.** Determined to prevent such disruptions in the future, the OEM sought assistance from Hynes Industries to reshore a portion of its production and bolster its supply chain resilience.





A CUSTOM SOLUTION

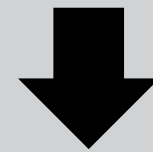
Hynes Industries, drawing upon its expertise in onshoring and reshoring initiatives, collaborated closely with the OEM to develop a **tailored strategy to address its specific needs**. Recognizing the complexity of the manufacturer's supply chain and the necessity to balance risk mitigation with cost considerations, Hynes proposed a phased approach. The plan involved reshoring 25% of production for high-volume, high-risk items critical to the OEM's operations while maintaining the remainder of the supply chain intact. This strategy aimed to minimize the impact of potential disruptions, such as sea container shortages or high tariffs, while retaining the benefits of a diversified supply chain. It also enabled the OEM to quickly surge production in the event of a spike in local demand.

To expedite the reshoring process, Hynes swiftly reviewed production requirements, estimated forecasts, and optimized inventory management strategies. **Collaborating with the OEM's engineering and supply chain teams**, Hynes ensured its production designs **maximized efficiency and minimized the need for secondary operations, thereby reducing costs and lead times**. Leveraging its strategic plant location in the Midwest and proximity to steel suppliers, Hynes synchronized supply chain activities with the manufacturer's demand forecasts, further enhancing efficiency, optimizing production, and reducing transportation costs.

THE UNIQUE PROCESS



1. Review production requirements



2. Estimate forecasts



3. Optimize inventory management strategies



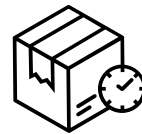
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THE RESULTS

Within a remarkably short span of 15 weeks, Hynes successfully implemented the reshoring initiative, from article inspection to tooling setup and the first production run. Hynes also worked through a periodic production program, ensuring timely delivery of materials and an optimized manufacturing process.



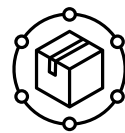
IMPROVED LEAD TIMES

The streamlined supply chain process, coupled with localized production, led to a significant reduction in lead times, with the time from material supply to receipt of produced components shrinking from four to five months to only four to six weeks. Supply chain throughput improved by a factor of four, significantly enhancing the OEM's responsiveness to market demands.



IRA CREDIT OPPORTUNITIES

As an added benefit to the OEM, Hynes worked through a sourcing agreement to secure steel that was made and melted in the United States. **This ensured the U.S.-based supply chain could support compliance to allow the OEM's customers to apply for Build America Buy America IRA credits**—a key advantage to sourcing in the U.S. vs. overseas.



DE-RISKED SUPPLY CHAIN

Furthermore, by leveraging Hynes' expertise and strategic resources, **the manufacturer effectively de-risked its supply chain for high-volume components** while maintaining competitive landed costs comparable to overseas production.

The collaborative effort between Hynes and the OEM not only mitigated immediate risks but also positioned the OEM for long-term success by building a resilient and agile supply chain capable of adapting to future challenges.





RESHORE YOUR INDUSTRIAL AND COMMERCIAL ROLL FORM PARTS WITH HYNES

For generations, Hynes has been helping Fortune 500 and Global 2000 companies design and produce custom roll form products for industrial and commercial building applications. Moreover, we can reshore or onshore your operations to further help you cut costs, elevate production, and improve lead times.

Interested in learning more about how we can mitigate your supply chain risks and streamline your operations? Download our free resource, "The Benefits of Reshoring and Onshoring for U.S. Manufacturers," to better understand how onshoring or reshoring can help you optimize your supply chain.

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