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## **THE MANUFACTURER'S GUIDE TO OVERCOMING DISTRIBUTION PROBLEMS**



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# The Manufacturer's Guide to Overcoming Distribution Problems

For the average company, delays caused by lengthy timelines, problems with distribution and general confusion over the state of the industry have caused a once-stable sector to flip on its head. Post-COVID and post-Brexit, the manufacturing distribution approach is rarely as simple as getting from A to B.

Whether you're frustrated with ever-lengthening timelines, or you want to make positive steps before streamlining complex processes, having the correct information to hand is a strong start. Our complete manufacturer's guide spells out your business's problems, how things have changed, and a solution to help you overcome every hurdle.

From recently opened businesses to long-standing firms needing a fresh start, we provide all you need to know to overcome 7 of the vital distribution problems you may be facing as a manufacturer. A problem known is a problem halved, as they say. Read on to learn more about how to leave distribution headaches behind for good and head towards a more efficient, straightforward distribution for manufacturing solutions.

## Costly problems lead to complex production

Companies all across the UK are meeting problems head-on that they've never dealt with in such a magnitude before. Whether you operate in a niche or a highly competitive field, we're all in the same boat. The longer timelines become, the more delayed parts and materials are, and the bigger the costs rise. If you're struggling to keep within your initial quotes for manufacture, you're not the only company out there that is.

Understanding the problem and identifying solutions can transform a tedious process into a few simple steps to achieve success. Instead of holding up whole projects, it's possible to gain a more robust understanding of where your problems lie to figure out targeted solutions. The ideal place to start is to understand what's changed in manufacturing and why.

## What's involved in Distribution for Manufacture?

Distribution for manufacture is a vital service that creates a single chain, connecting one company to another to get materials, products and services to a finished state, ready for sale or use. As a critical component in supplying the materials and parts for manufacture, distribution is an integral brick in the wall. When distribution fails, manufacturers typically bear the burden of long delays, delivery failures, and difficulty in sourcing suitable materials.

While the manual delivery of materials is essential in distribution, the ability of businesses to store, preserve and retrieve data is also crucial. When used effectively, applying data and digital communication to enable projects to operate is key to maintaining good turnaround times. But if your system is ineffective and with multiple storage sources, it's even easier for everything to fall apart at the seams.







## Times have changed

As manufacturing has become more digital, more automated and analytical, the old ways won't cut it anymore. Storing data in multiple places causes confusion and errors, costing a significant amount of valuable time through inaccuracies or failures in ordering. Keeping up with current trends with your existing systems may seem an impossible mountain to climb when you spend so much time untangling your workflows and practices that are already in place.

For a business that wants to overcome its struggles, push through to efficiency in manufacturing and create a clear distribution channel, the place to start is understanding the root of your problems. The more robust your chain, the better your digital communication can function from a single, central location. We cover everything you need to know about the seven primary sources of supply chain disruption below.

## The seven problems that cause supply chain disruption

Supply chain disruption can spell serious problems for manufacturing businesses. Knowing what the main problems are is a helpful first step in preventing them in the first place. Having a good understanding is also beneficial in spotting pitfalls and existing problems in your current workflows, leading to delays, ever-expanding timelines and increasing costs. The seven critical problems that arise are:

## 1. Shipping issues

Whether due to global factors, pandemics or leaving the EU, shipping issues are a serious concern for many manufacturing businesses across the country. With the suitable materials not arriving on time, manufacturing projects are almost impossible to remain on track.

## 2. New technologies

Keeping up with and leveraging new technologies and automation is a must if you don't want to fall behind. But while you're attempting to untangle a complicated supply chain breakdown, there isn't the time to spend upgrading systems and introducing new efficiencies.

## 3. Changing requirements

Industry conditions rapidly change, and what's acceptable one day isn't the next. Whether it's a suddenly unsuitable material or a change in testing criteria, you need access to new, suitable materials quickly to keep up with industry expectations and standards.







#### 4. Regulation and compliance

Beyond changing industry standards, ensuring you meet compliance and regulation is vital for all UK businesses. As new laws come into action and safety standards are changed, the materials you ordered months ago that haven't arrived yet may no longer be fit for purpose.

#### 5. Delivery times

Delayed delivery can mean a timeline moving further away from your original deadlines. With suppliers struggling to get their hands on specific tools, components and parts, you're also likely to feel the effects of delay.

#### 6. Increased costs

Raw material and energy costs are rising, increasing budgetary requirements and mounting supply shortages. These inflated costs trickle down the supply chain, leading to sudden increases in materials or parts needed for manufacture.

#### 7. Product accessibility

Not being able to source the correct product is a crucial concern for all businesses. For manufacturing, extending yourself to orders from many places can lead to trouble with multiple delays, longer waits and unreliable deliveries from different sources.

## How BTL-UK helps

If any of the seven critical problems of supply chain distribution sound familiar to your business, the right solution can make a significant difference. BTL-UK offers an alternative to lengthy timelines and confusing processes by keeping it simple. As one of the UK's top manufacturers' suppliers, we help reduce the stress and headache of supply chain problems, allowing your business to flow from shipping to manufacturing to delivery smoothly, with no extra step required. Here's how we help:

### **One supplier from one source**

Instead of picking up supplies here and there from multiple sources, we streamline everything by transforming your distribution for manufacture process into one workflow. When it comes to bearings, transmissions, and linkages, whatever you happen to be ordering, and however large or small the quantities, everything is available under one roof. If you're trying to embrace the digital aspect of manufacturing, reducing data input is invaluable to achieving efficient results.

### **Reduce waiting times**

As national suppliers, we keep a steady stockpile of items and materials ready and waiting for delivery to our manufacturer's doorsteps. Instead of waiting for products to be shipped from abroad, come into stock with our company and then be delivered for your manufacturing requirements, we cut a step out of the process. By keeping an extremely high level of stock, we reduce waiting times on orders, providing reliability and consistency to your manufacturing process.



## **A vast range of products in stock**

As a supplier that covers a comprehensive range of competitive and niche manufacturers, our range of stock covers all except the most unique requirements for day-to-day operations. Instead of relying on a complex, multi-armed supply chain, you can depend on BTL-UK to have what you need and the quantity required when you need it. If you're fed up with waiting for one essential material to arrive that pushes timelines further back, our all-in-one solution is the ideal option.

## **Overcome distribution problems with BTL-UK today**

Are you ready to take charge of your supply chain? Please contact our team at BTL-UK for a free consultation or to discuss the solutions we can offer you. Alternatively, you can download our catalogues and company brochure now to understand better how we could help you.

