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**Beyond the Spring™**



**The Preferred  
Global Supplier  
of USA-Made  
Spring Solutions**

**A Vulcan Spring  
Case Study**

**Overcoming Foreign  
Supply Risks With  
Onshoring**



# Challenge

The events of 2020 have led to some sleepless nights for many of us. For those in the manufacturing sector, risks associated with offshore component sourcing have been a concern, which has led to further discussions regarding "onshoring", or the relocation of production/sourcing within your own borders.

The pandemic, as well as trade wars and political unrest, have greatly increased the risks of relying on foreign supply. Luckily and not surprisingly, 69% of manufacturing and industrial companies "are likely to bring manufacturing production and sourcing back to North America" as a result of disruptions they experienced in 2020, according to Thomas survey data.

- **Interruptions to Supply Chain**
- **Delayed or Unavailable Supply**
- **Increased Risk to Business**
- **Expensive Transportation Costs**

# Solution

Domestic sourcing helps reduce these risks. Several companies have come to Vulcan Spring because they recognize that the risks of foreign sourcing are just too high. They have found Vulcan Spring to be price-competitive, easy to work with, and a stable partner that always delivers high-quality products.

As one supplier told us, "I had ordered from China the same spring and I rejected 50 percent of them. I ordered the same quantity from Vulcan Spring, and all were of the best quality and even cheaper than China". There are numerous examples supporting this trend that we will detail in the next section.

- **Easy to Work With**
- **Stable & Steady Partner**
- **Very Price Competitive**
- **Consistent, Quality Products**



# Results

Throughout 2020, several manufacturers experienced foreign supply disruptions that caused them to seek a domestic spring supplier. With Vulcan Spring, they experienced stability, consistency, and quality.

## HERE ARE A FEW EXAMPLES.

**A manufacturer of a critical HVAC safety feature** in the construction industry engaged Pennsylvania-based Vulcan Spring. By working with us, they eliminated nearly all risk of supply chain interruption. They are not only happy with their total-cost-of-ownership (TCO) but they are thrilled with our ability to react and deliver high-quality springs that work the first time and every time for their potentially life-saving product.

Another example involves **brush motor springs for large earth-moving equipment**. Vulcan Spring's customer is the motor manufacturer, but it was their customer who discovered the benefits of domestic sourcing, and found Vulcan Spring's unit pricing to be better as well.

Finally, **a manufacturer of surgical staplers for the medical device industry** that was procuring their springs offshore, recognized that "there have been issues with the current source for some time now and this seems to continue." These issues had impacted several production lines for the manufacturer, prompting them to approach Vulcan Spring for a more dependable supply chain.



Risk is a difficult thing to calculate as there are many gray areas that often get overlooked until the problem manifests itself. When analyzing your TCO, consider US-based Vulcan Spring for your spring and assembly requirements. It may just help you sleep better at night.

**At Vulcan, we didn't have to reshore our operations because we never left!**

## About Vulcan Spring

Vulcan Spring is the preferred global supplier of medium- and high-volume custom spring solutions, headquartered in Telford, Pennsylvania. With innovative machinery, tooling, and engineering, we deliver spring solutions for the most challenging applications. For industrial equipment, medical devices, POP displays and beyond, we provide quality, industry-leading spring production and assembly while streamlining your experience from concept to delivery.



**Contact us with questions or about a custom need. Our responsive and helpful team is standing by.**

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