

DK Jones Ltd.

The role of the STOCKIST / DISTRIBUTOR in today's Tubular Products industry

In today's fast moving manufacturing industry where everything is required "yesterday" it is sometimes rather difficult to bridge the gap between the manufactur-



Fittings and Flanges of all sizes



A wide variety of pipe sizes

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ers' requirements of bulk quantities and long delivery times and those of the end user of the material who wants to be able to buy the exact required quantity and have it "right away!"

It is here that the Stockist / Distributor can fulfil a very useful role in spanning the gap between the needs of the manufacturers and those of the end user.

A "good" stockist can normally provide a much wider range of products or grades that can be obtained from any one single manufacturer and supply them in the specific quantities required by the end user and within the required time frame.

OK, none of these benefits come for free. There is a price to be paid for this service but when you take into account some of the possible savings in buying from a stockist then the overall costing may well favour the stockist route even when the actual selling price of the stockist is rather more than a bulk purchase from a manufacturer.

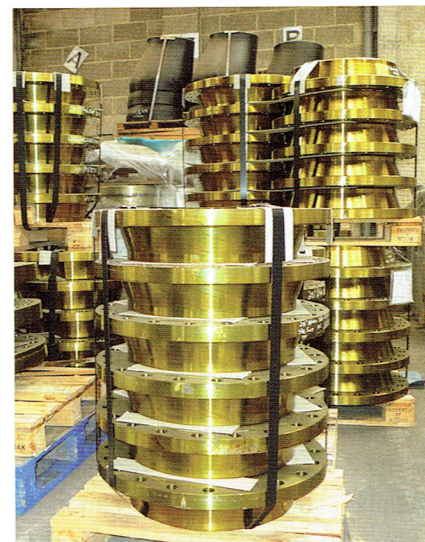
When you consider the overall savings that can be made by the customer in reduced inventory costs, reduction in required storage space, improved cash flow, reduced sourcing time and no chance of obsolete stocks, then a stockist with a good product range who is able to offer a "one stop solution" for the user requirements is often the best value for money and most economical solution.

For customers overseas there are also important logistical benefits and cost savings in being able to ship in one consignment rather than having to arrange (and pay for) several individual shipments or courier charges from separate suppliers.

When buying a product from "stock" rather than with an extended delivery time it is also easy to check the readily available test certification before committing themselves to an order to ensure complete compliance with the end users local specifications. In fact a large stockist may well have several batches or a choice of manufacturing origins on many items.

Some stockists will also have their own machine shops and keep a full range of "semi finished" items that can be quickly machined to the customers' final (and sometimes rather special) requirements.

So, for today's hard pressed



Large diameter Flanges awaiting despatch

purchaser where a wide range of standard and special materials are regularly required on an urgent basis and where "time is money" the stockist can be both a useful and efficient way of ensuring cost effective and on time supply where speed is of the essence.

DK Jones Ltd. is a leading UK based stockist of Butt Weld and High Pressure Forged Fittings, Weld Outlet Fittings, Flanges and Pipe in a wide range of material specifications.

With over 4,000 tonnes of high quality, fully certified materials

they are currently regularly supplying a wide range of standard and non standard items & materials to customers both small and large in more than 60 countries worldwide.

Eurolls S.p.A.

Since 1987 one of the best suppliers of tooling

Eurolls Spa was founded in 1987 by Renato Railz. Headquarters and other 5 plants are distributed in Friuli Region North Est of Italy. Belonging to the Eurolls Holding, Eurolls Carbide in Lombardia and subsidiaries in Mexico, Brazil and China. The Group currently employs more than 200 people. Since the beginning the activity was oriented to two different field of application Tube Industry and Wire Industry. In the tube Eurolls is worldwide recognized as one

of the best suppliers of tooling, which entire process from design to heat treatment are 100 percent in house. Its reference list includes renowned leading tube manufacturers covering from the automotive to the API applications.

For the wire industry Eurolls was the one to convert traditional die process in wire drawing to wire rolling by means of its unique quality microcassettes. Micro, modular, and traditional and custom made cassettes, with entire process

and know-how in house represented the first step to the wire industry world.

Possibility of rolling always more sophisticated materials is the new Eurolls challenge.

Nowadays Eurolls and Eurolls machinery Division can offer wet and dry drawing/rolling lines, straightening and cutting lines, lattice girders machines, electrode machines.

Eurolls S.p.A

Another success for Eurolls S.p.A.

The best words we can spend on us are the results we obtain and satisfaction of our customers.

More and more customers in the tube industry are applying to Eurolls design experience as to improve the quality of their products or to solve their present quality problems. This means that our reputation as a "problem solving" partner is what represents the added value on being a world wide recognized, reliable tooling supplier for the tube Industry.

A number of important orders including project and design, have been secured by Eurolls also during

2014 notwithstanding the global market situation. Eurolls has consolidated relationship with customers all over the world for their new installations or implementation of existing ones (France, Portugal, Israel, Arab Emirates, Mexico, South America) for the supply of steel and tungsten carbide rolls, mainly based on Eurolls tooling design.

Last but not least Eurolls Spa is also proud to announce having being selected by SMS Meer GmbH and from their final Customer HUTA Labedy in Poland as their partner for the supply of tooling for their new 12 3/4" mill according to SMS Meer GmbH roll design.

While SMS Meer GmbH has reconfirmed their confidence in the long-term relationship with Eurolls, Huta Labedy has entered our reference list for the first time. We are committed to their satisfaction.

Eurolls S.p.A.

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