

## Six Reasons to Choose Local Manufacturing

Your project is approaching the long-awaited stage of materialization, and your next step is the manufacturing phase. Perhaps you aren't comfortable sending your product off to be produced in a faraway facility. You need a trusted manufacturer to partner with through the entire process - What better way to do this than with someone close to home? Shopping local isn't just for the consumer!



**We all know the most efficient manufacturers are automated. Just as important as the choice of your manufacturing partner, the proximity of the manufacturer's automation partner is equally vital. A high-tech factory requires readily available automation support. To achieve optimum performance, the closer the partner the better.**

"It's a myth that production can be separated from technology, design or modern culture in America. It's an integral part of innovation and our future," said author Krisztina Holly. "A new generation of founders have realized there are clear advantages to keeping the factories that build their products close to the creators and inventors who design them. Manufacturing locally is their competitive edge." (Forbes Magazine)

Offshoring used to be a common choice for both established companies and new businesses. This trend has shifted, and now companies are seeing the benefits of onshoring and keeping production close to home. Not only does it give more control over the total process, but shipping is also more efficient, and these factors going into giving today's savvy customers what they want – a quality product delivered faster.

"Starting a successful business is not tricky. Starting a successful business does not require above average intelligence. Starting a successful business does require having a pig-headed, purpose-driven tenacity about achieving your life goals and fulfilling your life's vision through providing products and services that offer uncompromising quality in a scalable and duplicatable way." – Clay Clark, *The Wheel of Wealth – An Entrepreneur's Action Guide*

Whether it's an established company bringing their production line back to the United States, or a startup looking to produce their great idea, choosing to manufacture locally makes sense.

Here are six compelling reasons to choose local manufacturing:

### 1. More Flexibility

Flexibility is a must in today's fast-moving climate. Things can change daily, and being able to quickly embrace opportunities that arise is much easier when your supplier is local. Logistics is everything, shown by local suppliers being typically more reactive than suppliers who are further away. The ability to deliver a shipment to a close recipient means faster delivery also.

### 2. Shorter Lead Times

Not only does manufacturing locally save on logistics costs, but it also saves valuable time in the production process. Faster delivery brings sales to completion quicker, and that means invoices are paid sooner. Going forward, those more local deliveries make financial forecasts easier and more accurate.

### 3. More Control

If a supplier never knows when local customers may show up for a site visit, there's a good chance those accounts may be treated differently. Sure, the assumption is that all customers and their orders are treated the same, but wondering if today is the day you'll stop by for an in-person check on things is no way to conduct business – so these suppliers would take the stance of being ready any day, which means any order or quality issues can be squelched before your products are sent out for delivery.

### 4. Good for The Community

It goes without saying that by keeping your manufacturing local, your taxes will provide more support to the community you and your employees live in. Investments in infrastructure, social programs, and more are benefits you can be proud to know your tax dollars are doing more to help. Likewise, keeping manufacturing operations in America strengthens the economy. It stands to reason that if sourcing locally increases your bottom line, it will do the same for other suppliers and manufacturers in your area, which can be a big boon to your local economy and the people who live there.

### 5. Safety & Quality Control

By being geographically closer to your production facility, you'll be able to execute tighter control over the manufacturing process, allowing you to ensure that all products fit set standards and specifications. If a problem should arise, you'll be able to catch it and correct it more quickly, saving valuable time and money in the long run.



## 6. Environmentally Friendly

Greenhouse gases and the carbon footprint of a company are concerns that have brought changes to all facets of business. Shorter transit distances not only cut down on shipping costs, but decreases emissions and fuel usage as well. Customers want to feel good about the companies they purchase from, and today's consumers factor a company's environmental standards and impact into their purchasing decisions.

### About Delta Technology:

Delta Technology has been the integrator and the manufacturers' strategic partner of choice for robotics, automation, and custom manufacturing solutions since 1997. We are proud to employ Industry 4.0 methodologies to creatively and expertly design, engineer, and build custom industrial automation solutions to solve the most complex manufacturing challenges.

We partner with our customers to clearly identify their challenges and understand their goals. Based on our findings and our extensive experience in manufacturing, we design and engineer the best custom solutions for them.

We specialize in:

- Design, engineering, fabrication, and assembly of custom industrial automation and robotics solutions
- Cutting-edge and modern lean automation and lean robotics
- Machine-control software development
- Integration of automation equipment
- Vision-guided robotics, inspection systems, and adaptive controls