

**B BIRMINGHAM
FASTENER**



**- Shore of
Your Fasteners**

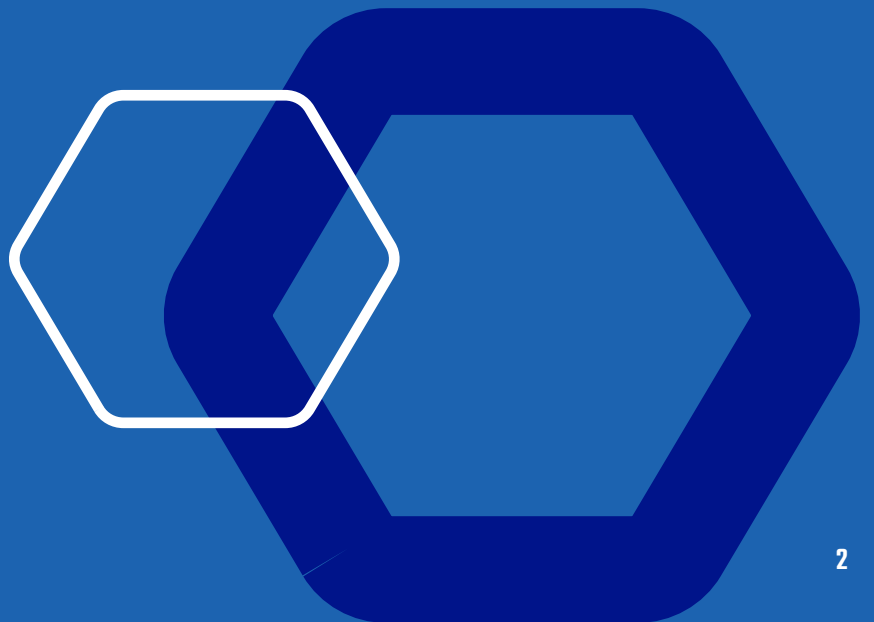
Building Certainty Into Your Supply Chain

Why Sourcing Matters

The resilience of our economy is being tested, and global trade is feeling the strain. Companies have long sourced from multiple countries to cut costs, but as economic instability grows, they're being forced to rethink how and where critical components are purchased. Offshoring alone no longer guarantees savings, nor does it ensure reliability.

You can't eliminate every challenge in a volatile market, but you can take back control. Smartshoring is the balance of offshore and domestic sourcing based on cost, risk, quality and timeline. It helps protect your margins and preserve peace of mind. In high-stakes industries like infrastructure and construction, the failure of a single bolt can compromise essential services like drinking water. Smartshoring reduces that risk and strengthens your supply chain.

In this guide, you'll learn how smartshoring can help you leverage the benefits of offshore and domestic sourcing to make confident purchase decisions while ensuring quality, speed and service where it's needed most.



Offshoring vs. Domestic Manufacturing: Know the Tradeoffs

Both offshoring and domestic manufacturing have their place in a modern supply chain. But understanding the differences helps you know where to source each product.

COST

Traditionally, lower upfront costs have made offshore manufacturing more appealing. That's why most high-volume, manual processes are outsourced overseas.

But in today's economic landscape, it pays to be more adaptable. U.S.-made, high-quality steel bolts are increasingly price competitive, especially when you factor in the benefits of steadier costs, lower shipping expenses and fewer disruptions.

Wondering whether the cost of a domestic bolt is worthwhile? Consider your project scope – can you afford delivery disruptions or quality fluctuations if you source overseas?

LOGISTICS

Offshore parts often come with long lead times, complex shipping arrangements and potential delays at customs or ports. To avoid stockouts, many companies place bulk orders, which require significant warehouse space and lock up working capital.

By contrast, domestic suppliers operate closer to you, simplifying communication, shortening lead times and eliminating many delivery uncertainties. They also allow you to order smaller batches on a more flexible schedule, keeping your inventory lean and your supply chain responsive.



QUALITY AND CERTIFICATION

In infrastructure, reliability and safety are nonnegotiable. Domestic manufacturers are held to strict quality and performance standards. And the most trusted go even further with in-house or accredited test labs for an added layer of assurance. Some even contribute to shaping industry standards as active members of organizations like ASTM.

This level of oversight ensures consistent, verifiable quality. When you source domestically with reputable manufacturers, you get access to:

- **Material test reports (MTRs) with every order**
- **Full traceability through markings and batch tracking**
- **Compliance with ASTM, ASME, AWWA and other critical standards**

Overseas suppliers may follow different protocols or offer documentation that isn't easily verified. Even when MTRs are provided, without proper traceability, it is very difficult to confirm their accuracy. That creates risk – especially in projects where failure could lead to safety hazards, downtime or liability.

And while fasteners may only account for 1% of your total project cost, that 1% can grind the entire job to a halt if it fails. That's why it's smart to source domestically for public safety or mission-critical infrastructure, like bridges, water systems, energy lines and/or industrial facilities.

CUSTOMER SERVICE

Service matters, and domestic suppliers simply have fewer barriers to delivering excellent support.

With offshore vendors, communication may be delayed by time zone differences and language barriers. A domestic partner can provide:

- **Faster response times**
- **Real-time communication**
- **On-site support if needed**
- **Easier resolution of quality or performance issues**

When something goes wrong in the field, it helps to have a team that can respond quickly and speak your language, literally and figuratively.

WHAT IS CERTAINTY WORTH TO YOU?

Domestic suppliers may have higher unit prices, but the certainty they provide is often worth the upfront investment. Offshoring comes with variables that can cause unnecessary costs, risks and delays, including:

- **International freight and customs fees**
- **Warehousing of bulk inventory to avoid stockouts**
- **Long lead times and unpredictable delivery**
- **Complex logistics and high administrative overhead**
- **Product failures associated with unknown quality**

The -Shore Solution

DOMESTIC STRENGTH, SUPPLY CHAIN FLEXIBILITY

Understanding the tradeoffs between offshoring and domestic manufacturing is the first step in building a smartshoring strategy. Let the experts at Birmingham Fastener eliminate hassles by handling all the logistics for you.

How It Works

Bring us the details on your annual parts usage. From there, our team will:

1. Review the risks, costs and lead times associated with each component you use.
2. Determine which fasteners are best sourced domestically versus overseas.
3. Start new-product production, tap into our steady supply of current parts or source from other domestic manufacturers to meet your needs.
4. Consolidate shipping based on your schedule – whether on-demand, weekly or monthly.
5. Store and release inventory to save you warehouse space while preventing shortages.

Looking for Something New?

We offer over 1.5 million square feet of manufacturing space and hundreds of machines dedicated to producing high-quality fasteners. As a trusted resource with a coast-to-coast footprint, we're constantly expanding our production capabilities and exploring opportunities to create products you can't find elsewhere in the U.S.





You Can't Control Global Markets, but You Can Control Your Risk

Choose Birmingham Fastener and B-Shore to be the foundation
of your smart, secure supply chain strategy.

Request a Quote



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