

The Daman Trigger System

# PERFECT CONTROL OF YOUR SUPPLY SYSTEM



  
**Daman**<sup>®</sup>

# THE DAMAN TRIGGER SYSTEM

Disciplined Continuous Flow of Custom Daman Products

D A M A N  
P R O D U C T S

**Eliminate long lead times**

**No high-obligation blanket order commitments**

**No forecasting or scheduled releases**

## WHY DAMAN'S TRIGGER PROGRAM?

Since 1999, the Daman Trigger System offers a simple way for you to order Custom Manifolds without the long lead times, rigid ordering schedules and cumbersome micro-management and follow-up of inventory required by other manufacturers.

Our company has its roots in the distribution side of the industry, which allows us to fully understand the unique challenges of remaining competitive in low volume, repetitive, standard and custom product categories, as well as the demands and annoyances typically placed on distributors by their manufacturers.

## DEMAND DRIVEN

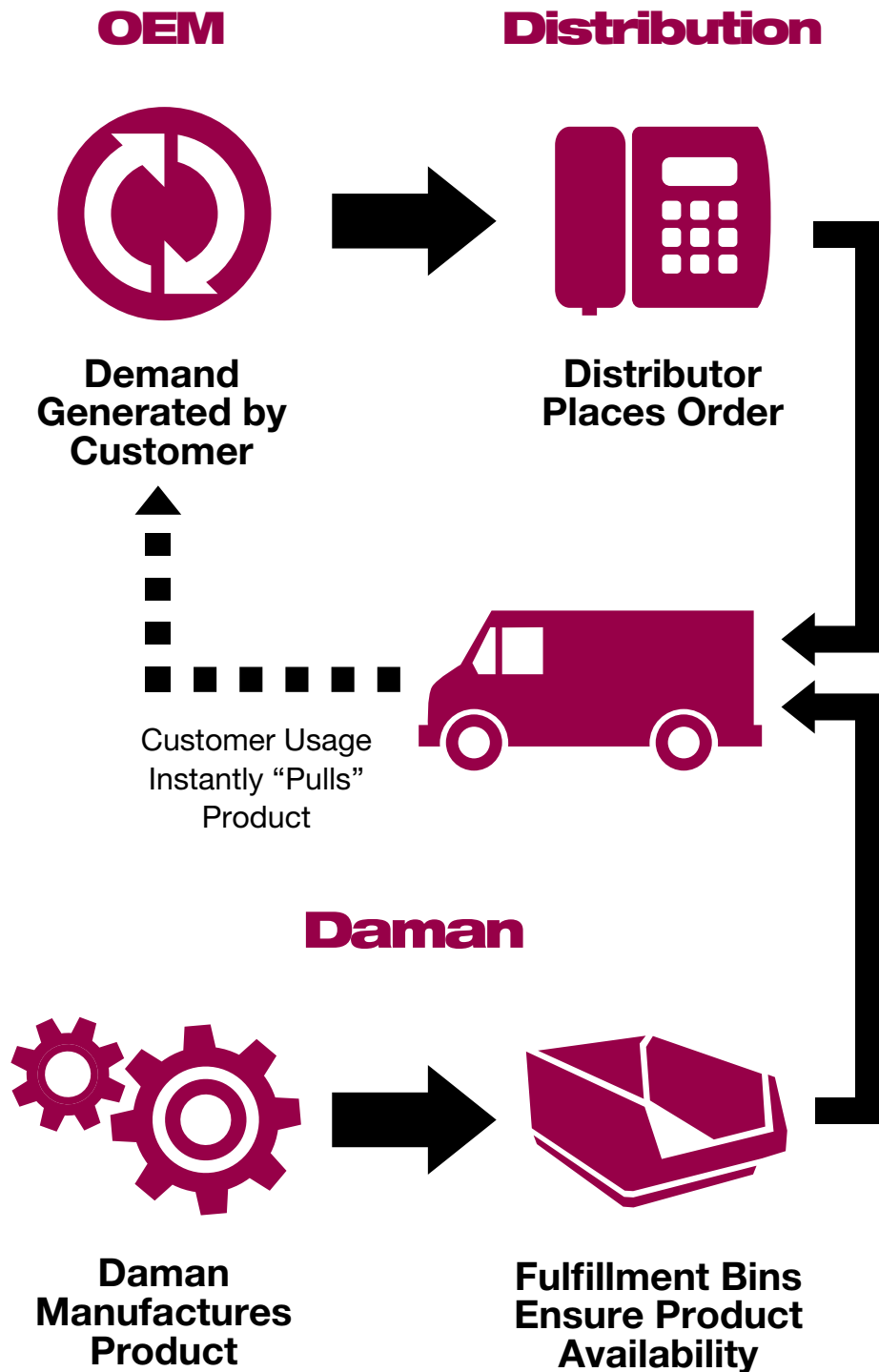
We know that distributors are tired of manufacturers over-promising and under-delivering, and in the end, the issue comes down to trust. That's why we strive to ensure that our system is built around what our customers need, not what is convenient for us.

We've found that looking at things from our customers' point of view helps us find proactive and creative solutions that allow us to better meet their needs.



# DAMAN TRIGGER

## Simple Fulfillment Process



When bins empty, Daman's automated system refills minimum bin stocking levels

## CUSTOM MANIFOLDS THAT SHIP IN 24 HOURS

With the Daman Trigger System, as long as you maintain a consistent level of activity, you only have to order parts when you need them. Releases are driven by actual usage, rather than forecasts and schedules, which means there is no need to worry about tracking your inventory or submitting purchase orders in advance once a product is set up in the Trigger Program.

Daman will consider fulfillment of any Custom Manifold with an annual purchase level of 10 parts or more. Once programming, processing, tooling and fixturing are established and standardized, your Custom Manifold can essentially be treated as a standard product for our internal purposes — virtually eliminating overhead and allowing us to ship custom parts on-demand within 24 hours.

The speed and flexibility afforded by the Trigger Program allows you to reduce supply chain inventory commitments by 90 percent, while retaining the ability to quickly respond to demand spikes and eliminating problems caused by fluctuations in delivery schedules.

## NO FORECASTING

Elaborate forecasting processes can be reduced to simple conversations about expected and maximum usage. We will consider your estimates in our internal planning, but even though we build in the capacity to comfortably handle unforeseen spikes in demand, the number of bins and the quantity per bin are always less than would be required with a blanket order mentality.

## NO HEAVY OBLIGATIONS AND NO MINIMUMS

Furthermore, your financial commitment only extends to the minimal product quantity inventoried in the bins (typically 10-20 units), and we will ship products in any quantity at the agreed price — there is no minimum order or fluctuation in price based on volume. The Trigger System is designed to minimize inventory commitments and streamline the ordering process so that small inventories are automatically refilled as they are depleted, reducing costs while ensuring that there is always enough custom product on hand to meet your needs.

# THE DAMAN TRIGGER SYSTEM BENEFITS

- Adaptable response to order spikes
- Reduced supply chain inventory by 90%
- Improved cash flow
- Reduced forecasting to simple conversations
- No advanced PO or scheduled releases
- One flat price for all quantities – even 1 piece
- With less inventory, design changes are responsive, timely and will affect less than 10% of annualized usage
- Like Daman's standard products, parts ship in 24 hours and are 99.9% on-time
- Bin inventory is automatically replenished within 10 days
- Customer stocked inventory can be eliminated
- Generally, only an annual minimum of 10 parts is required
- Ask Daman personnel about our ability to populate manifolds with valves and ship completed assemblies



## **Stainless Steel Manifolds**

Daman offers a wide range of material choices to meet most pressure rating, application, environment and cost requirements including stainless steel.

# THE TRIGGER SYSTEM SETUP PROCESS IS EASY

An agreement (not a contract) defines the expected annual usage, and what the maximum usage will be within our production window. This information is used to internally suggest the number of bins and the quantity per bin. These quantities are always less than dictated by a blanket order mentality.

Daman monitors Trigger System activity and will make bin size changes based on actual usage.



**“The Trigger Program is a perfect example of our ability to look ahead and develop proactive solutions for our customers”**

*- Larry Davis, President*

# LET US BRING FLOW AND RELIABILITY TO YOUR REPETITIVE CUSTOM PROJECTS

At Daman Products, we are committed to continuous improvement, which means eliminating waste and building efficiency into our processes to stay ahead of the curve and deliver the best possible performance for our customers. We have the flexibility to meet a wide range of specific business needs, with high-quality products and unmatched reliability. However, we believe that our quest to design the perfect supply system for distributors of standard and custom hydraulic manifolds will never be finished, which means we'll always keep working to do more to contribute to your success.

Let us bring the reliability of our standard product fulfillment systems to your repetitive custom project. We'll handle all of the details, so you have more time to focus on making sales.

Learn More at:

**daman.com**

  
**Daman**<sup>®</sup>

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