"SO, HOW IS TO REPORT FROM EVERYBODY ELSE?"

How RBB is unique from other CM's	DIFFERENTIATOR	RBB	VS.	MOST OTHER EXCELLENT CM'S
	Last-time-buys	No last-time-buys; if parts can be found, we build!	↔	CM makes occasional product pruning decisions
	Forecasting	While always welcome, forecasts are never required	\leftrightarrow	Product demand forecasts frequently required, with obligations to consume
	Product changeovers	Constant changeovers are welcomed and routine	\leftrightarrow	Product changeovers are avoided and minimized
	Expedites	Pull-ins, push-outs, surprises are not exceptions; they're handled in stride	↔	Largest accounts and/or the largest orders get priority
	Product stewardship	See other CM's as partners; products get built where they best belong; no documentation games	↔	See Other CM's are competitors; protective of info from cradle to grave
	Product Line Expansion	Unlimited number of products or sku's; expand product lines as needed	\leftrightarrow	Product variety is limited by minimum volume requirements
	Industries served	Any & all; industry independent	↔	Focused on specific industries
	Service strategy	Focused service: assembly and test	↔	Full service: concept, design, assembly, and test
	Relationship Investment	Never get pruned as a customer for being too much hassle	\leftrightarrow	CM's periodically "rationalize" their customers, pruning the highest hassle accounts
	Ownership structure	Privately held; agile, personal, flexible	\leftrightarrow	Public or investor held; pressure to perform
	Staying power	Trusted, independent since 1973	\leftrightarrow	?
	Minimum batch	No job is too small; even 1 unit	\leftrightarrow	Minimum order sizes often apply

What RBB has in common with other CM's

RBB AND MOST OTHER EXCELLENT CM'S Quality products delivered on time RoHS and non-RoHS capabilities Kanban/JIT replenishment programs available Experienced, trained associates Caring, customer-oriented people National customer base

RBB