

Case Study



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Kevin French
Director of Procurement, Wika Instruments

Wide network of factories = Time savings and the right manufacturer

For Wika Instruments, working with Garnett Components Sales (GCS) is a time-saver. The agency "quickly pinpoints the right factories and ensures everything runs smoothly," says Kevin French, Director of Procurement, of Wika Instruments.

Honing in on qualified factories

French says, "GCS connects us with the right principals for the components we need."

"There are times when we don't know all the factories out there, or which of them might be right for our new product. Having GCS and their wide network of factories is extremely beneficial. They get to know our products and they find the factories that are right for us."

Continuous Communication

When an issue does arise with a factory, every minute spent dealing with it is a minute spent away from a supplier's core competency. GCS represents Wika's needs, freeing Wika to focus on revenue-generating activities. "GCS goes to the supplier with a strong voice, get to the right contact and gets the attention we need."

But it's not just about dealing with issues that makes GCS and Wika a good partnership.

It's all in the timing

GCS, French says, is there when Wika needs them. "Their timing is very good. Things move faster working with GCS. They are always ready to promptly find the right manufacturer, which drives the close more quickly."



Customer Profile

WIKAI is the leading instrumentation company, manufacturing gauges and sensors to measure pressure, temperature, and fluid levels.

Product Sampling

- Pressure Gauges
- Pressure Transmitters
- Pressure Meters
- Pressure Switches
- Electrical Temperature
- Mechanical Temperature Thermowells
- Level Measurement
- Diaphragm seals
- Calibration test

And a full range of additional measuring devices and OEM products



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