

May 2024

Soucy Baron |  

## Rubber components: customized approach for OEMs

### Above and beyond rubber parts manufacturing: the importance of support and logistics in your projects

Quality parts? Certainly. Durable parts? Without question. Customizable parts at the right price? Also a must. But are those checkpoints enough when you're choosing a supplier to partner with?

Any OEM's competitive advantage—whether they're in the agricultural, industrial, powersports or other industry—is their ability to be agile, innovative and responsive. That's why it's essential that you pinpoint the best partners to support your project from start to finish. Soucy Baron is

renowned for its integrated and personalized approach, guaranteeing not only top-quality elastomeric solutions, but customized logistical support as well.

Our goal is to be by your side from day 1 right through to D-day, as an efficient and reliable partner who's indispensable for the success of your projects.

In this article, we highlight how our expertise and mastery of the supply chain support the all-important customer-supplier relationship.

### By your side from the first step

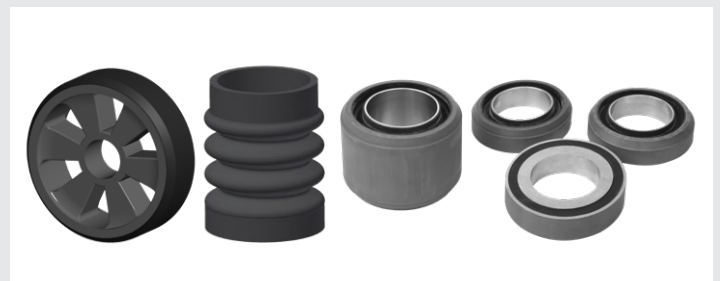
Need rubber parts for your equipment but don't know where to start? What data should you rely on to move forward? Which type of rubber is best suited to your equipment and your needs? What shape, formula, physical and chemical properties are required to ensure the durability, resistance and/or effectiveness of your product?

Onboarding a manufacturer begins when you have the first seed of an idea for a project. You don't need to have a specific and pre-calibrated part to bring to the table. Your partner's role is to guide and advise you on the solution that's best suited to your needs.

Just like you, your partner is a manufacturer. Their role is to supply you with quality rubber parts and keep you informed on the entire process from design to final production, while offering you personalized support to optimize your products.

When you work with Soucy Baron, you benefit from our expertise and support from the earliest stages of your

project. Whether you already have a concept or are still in the brainstorming phase, our team of engineers is here to guide you.



If your concept is already well defined, we'll help you fine-tune the details, such as material selection and mold design. We also offer you the possibility to 3D-print prototypes, which allows you to validate your concepts and ideas quickly, efficiently and cost-effectively.

If you don't yet have a clearly established concept, no worries! Soucy Baron supports you through our tailor-made research and development process, adapted to each part and each specific requirement of your project.

Whatever your situation, our service allows you to control costs and deadlines while also ensuring your parts are manufactured efficiently.



## From manufacturing to storage

You just ordered 50,000 rubber parts (bumper stops, engine mounts, footrests, snowmobile grips, etc.) for your compact track loader, agricultural vehicle, snowmobile or other equipment manufacturing plant. You're satisfied and ready to start production. Problem is, you suddenly realize you have no space in your manufacturing plant. What are you going to do with your order?

We realize space management can be a challenge. That's why a dependable partnership is just as important when you're facing difficulties with storing your orders. If you're short on space, we can store your products for you. And when you are ready to receive your merchandise, we'll ship it to your factory within the requested time frame.

Our factories—150,000 square feet in Canada, and 16,000 square feet in Shanghai, China—are specially designed to accommodate all your projects.

You should expect nothing less from a reliable partner. From listening to analyzing your needs, they must offer expertise, experience and, above all, an action plan adapted to your situation.

## What is kitting, anyway?

Kitting is an element that sets us apart in our logistics offering. By assembling and packaging components and subcomponents into kits, we simplify the production chain.

Kitting transforms the supply chain and assembly process into one fluid, harmonized operation. By grouping together all the elements necessary for a specific phase of production, we eliminate potential picking errors, reduce assembly time, and accelerate the time to market of finished products.

For you, this means more efficient inventory management, reduced costs and optimized risk and waste management during the manufacturing process.

The kitting of components and subcomponents is meticulously executed, ensuring that each part is protected and preserved until its final use. This attention to detail is essential to maintaining the structural and functional integrity of elastomer parts. By controlling the environment of each component from the start, we ensure uncompromising quality right through to final assembly at your location.

This ensures product excellence and reliability in demanding industries like agriculture, powersports or heavy industry.

## International logistics

As a manufacturer, you need to have access to your parts wherever you are. You should expect your manufacturing partner to provide holistic support.

At Soucy Baron, we've got all the bases covered. With a presence in Asia and North America, we're able to service our clients wherever they are: The Americas, APAC (Asia Pacific & Continental Asia), or EMEA (Europe, Middle East and Africa).

Soucy Baron is truly a global partner.

We have our own manufacturing facilities in Canada and Shanghai, managed according to North American norms and standards and ISO 9001:2015 certified. Our international presence allows us to produce your parts at competitive costs and in large volumes.

## Soucy Baron: with you to the finish!

**Working with Soucy Baron means you've got a partner who understands your challenges.**

Whether you've got tight deadlines, a well-defined budget, or need support to clearly define your needs and get your project off the ground, Soucy Baron is committed to meeting each of your challenges and staying by your side.

Our goal is to offer you not just quality products, but service and support that meet your highest expectations.

Soucy Baron is not simply a manufacturer of elastomer parts; We are an end-to-end logistics partner, dedicated to the success of your project above all else. We're with you from start to finish, guaranteeing quality, efficiency and satisfaction.

**To learn more about how Soucy Baron supports you from design to delivery in even the most complex projects, [contact us today](#).**