

Securing Certified, Tariff-Free Fluid Connectors

Industry: Industrial Manufacturing
FTE: 1,800+
Revenue: \$2 million

Company: Leading North American Industrial Fluid Systems Supplier - Headquartered in North America, this supplier serves critical industrial sectors (e.g. hydraulics, process control) with precision fluid connector solutions.

Company Challenges:

- High import duties on European fluid connectors
- Strict requirements: pressure ratings, leak resistance, durability
- Need to maintain OEM-level certification and safety standards
- Client demand for faster lead times and competitive pricing

1. Assessed certified fluid-connector technology and pricing in India

3. Sampled and tested connectors under client-specified conditions

5. Coordinated supplier qualification with client's inspection team

2. Evaluated vendors' quality certifications (ISO/TS, pressure ratings)

4. Confirmed tariff-free eligibility under India's trade agreements

6. Finalized long-term sourcing agreement with certified Indian suppliers

**50%
Cost
Reduction**

The Results

- ★ 30–38% Cost Savings
- ★ Tariff-Free Sourcing from India
- ★ Certified & Tested to Client Standards
- ★ Improved Lead Times & Supply Reliability

