

# Material Substitution –Supply Chain Issues

Learn how our Material Support & Solutions team solved this customer material issue.



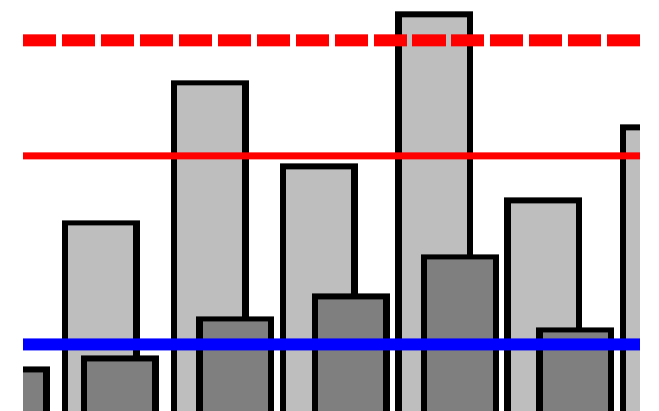
## THE PROBLEM

A customer was using a very specialized grade that was hard to obtain. US production resulted in inadequate quality, leaving the only reliable source overseas. An overseas purchase would have increased the price and lead time dramatically.



## THE ANALYSIS

Worthington Industries reviewed alternate grades and found a high carbon, high alloy option that would meet the required mechanical properties of hardness, formability, heat treat-ability, and fatigue. This alternate grade was determined to be readily available from local sources at a consistent quality.



## THE SOLUTION

Worthington Industries worked closely with the customer to conduct trials of processing the alternate grade, tracking its performance in the customer's manufacturing processes. Upon successful trialing, the new grade was approved, and the concerns about increased price and lead time were eliminated.

## — THE ACTION

When obtaining a specific grade becomes challenging, contact the Material Support & Solution team at Worthington to examine all purchasing options.