

## FIXED PRICE AND NO RISK

- A new concept from Flex Trim ensures the customer the best quality to a fixed low price – without any risk

Bording Fronts is a Danish company that specializes in producing fronts for the kitchen industry and furniture components for the furniture industry. Today Bording Fronts is one of the leading sub-suppliers for many leading companies in Scandinavia and in the UK within the kitchen and furniture industries.

As a sub-supplier the main focus for Bording Fronts has always been to keep the customer in the center, so therefore the key words for Bording Fronts are: Short delivery time, high and uniform quality and competitive prices.

### Brush sanding at a fixed price of 3,07 € - guaranteed

Back in 2013 Flex Trim got the idea to develop a concept, where Flex Trim would take the responsibility and the full risk of the brush sanding for the customers – without compromising on the quality.

Therefore Flex Trim got in touch with the managing director at Bording Fronts, Jørgen Kristensen, to ask if he was willing to test the new set-up. Bording Fronts found the concept very interesting and agreed to test it. A decision they have never regretted.

In its simplicity it means that Flex Trim guarantees a fixed price pr. machine pr. year.

The customers simply order the brushes they need - when they need them, and Flex Trim is taking the full responsibility for that the customer gets the quality he is looking for. Every month Flex Trim sends out an invoice for the agreed monthly fee.

### For the customer it means the following:

1. 100% knowledge about their costs (fixed price).
2. Easy calculation per sanded item/or per hour.
3. No risk by change in the production or designs.
4. No extra costs by mistakes.
5. A partner who ensures the best possible performance on the sanding brushes.
6. High and uniform quality – without any compromises.
7. The cheapest solution in the market.



Managing Director: Jørgen Kristensen

### FACTS

#### Bording Fronts A/S

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Bording Fronts has existed for more than 40 years and the company is subcontractor to the following industries:

- MDF fronts and components
- Veneer items and other panel products
- Fronts and components in solid wood
- Surface treatment





Today Bording Fronts is having 2 Bütfering brush sanders, 2 edge sanders/motorbikes and 1 profile head covered by the concept at a prices of 3,07 € per hour – it doesn't get any cheaper.

## Optimal solution for us

"For us the fixed price solution is perfect. Being a sub supplier it is very important that we can make a sharp calculation, which is good for us as well as for our customers. By having a fixed price we do not have to compromise on the quality – we get new brushes when we need them, and if we get other products or changes in designs, we just order new brushes with the grits and configurations that we need.

At the same time we have a partner in Flex Trim, who is striving to reach the same goals as we are.

If the sanding brushes do not live up to the promised quality it is Flex Trim who is carrying the risk", says Jørgen Kristensen, Managing director of Bording Fronts, with a smile.

