

# Sharon Tube's Forecasting Model: Customized Software Solution

Sharon Tube's forecasting model is a customized software solution that enables Sharon Tube to offer more flexibility and customization for our customers.

Our forecasting solutions can be customized and configured to your unique forecasting data format. We're adaptable and strive to manage our model in a way that works best for you.

With our forecasting model, we're able to:

- Receive forecasts from customers
- Reserve and order steel as needed
- Reserve capacity throughout our production flow to accommodate customer needs
- Provide flexibility to our customers by permitting changes to their forecasts outside of a certain "firmness" window — simply by adjusting their forecasts
- Deliver greater reliability and consistency

The DOM market is subject to swings in lead times. In the past two years, the market has experienced lead times ranging from four to 22 weeks. When lead times become extended, customers must also place orders well beyond their planning horizon. At a minimum, this causes them to maintain active POs, even as their needs change.

Additionally, lead times for our raw material can be volatile. Lead times for steel can, at times, be as long as or longer than lead times for finished DOM, which can extend the lead times we offer our customers.

However, forecasted orders allow us to have steel on hand, to provide the best possible turnaround time.

Ultimately, forecasting helps Sharon Tube deliver on our promises; providing exactly what our customers want, when they want it.

For more information about our forecasting model call us at **1.800.245.8115** or visit us at **[sharontube.com](http://sharontube.com)**



**Sharon**Tube  
A DIVISION OF ZEKELMAN INDUSTRIES