

LintecAuto.com

More Than a Quote:

A GUIDE TO LINTEC AUTO'S RFQ



LINTEC OF AMERICA, INC.

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Your Goals Are Our Goals

LINTEC Automotive takes pride in giving our clients more than just a quote. The RFQ process doesn't need to be complicated—but it also shouldn't be a dollar figure with no explanation. The best suppliers balance clarity with simplicity. When we receive an RFQ, we set out to engage you in a collaborative process designed to achieve your goals.

Our straightforward process helps you understand your most relevant options and the reasoning behind the numbers, so you'll always find the ideal automotive adhesive for your project. We consider what we'd want in a quote, and prioritize those qualities in everything we do.

Ultimately, an RFQ should be three things above all else:

- Easy
- Informative
- Actionable

The LINTEC team follows these guidelines as we strive to meet the precise specs you require at the same time that we address your price point needs. This way, you can purchase a useful product at a cost that will help you pass your gains on to OEMs.



Where the Numbers Come From

To make an informed decision on a quote, you've got to understand the origin of that final number. The lowest quote you receive is often, but may not always, be the right choice for your project. Suppliers strive to find an option that provides the right fit between costs (materials, equipment, overhead) and optimum performance.

When we give you a quote, it has come from the balance of many moving parts:

- **Project Boundaries**

We narrow our extensive catalog of potential core and backing materials, adhesive layers, release papers, thicknesses, and possible combinations down to the handful that will suit your needs. This way, you have a specially curated selection to peruse at your discretion.

- **Base Material Costs**

The thickness and overall grade of the film backing or core will affect the end price, but so will the adhesive layer(s). We do our best to offer choices that will be both reliable and cost-effective for the demands of your project.

- **Order Volume**

Greater anticipated annual usage can help suppliers to meet a competitive price point. The overall volume of your project is something we will consider in crafting our best possible quote.

- **Requirements For Customization**

If you have a non-standard or creative project that will involve manufacturing adjustments to meet your spec, then the costs of retooling or other customizations will be reflected in our projected price for the project.

The RFQ Process—Step by Step

When a business contacts us seeking a price for an adhesive that meets defined specifications, we go through the following steps to work towards a final quote.

1) INITIAL CONSULTATION

First, we'll take down detailed information on your design specs. A thorough description of the part that will use the adhesive helps us to make the best suggestions for your substrate material, surface followability needs, and durability under stressors like weather, temperature, road debris, or impacts from doors or hatches.

In addition, we'll ask for any specs you've pre-determined for the adhesive, such as:

- Size
- Thickness
- Material
- Chemical Properties
- Volume

This information will be used to guide us towards a shortlist of suitable options that fit your project.

2) COLLABORATIVE PRODUCT DEVELOPMENT

Once we've gathered your design specs, we'll filter through our portfolio and recommend several possibilities that are custom-tailored to your needs. Our team is happy to receive feedback, questions, or requests for further info as we work towards the perfect fit.

Collaborative talks will continue until both of our teams feel they've rested upon the ideal adhesive solution.

3) DECISION AND OFFICIAL QUOTE

We will take your decision, write up a formal document, and submit our reasonable and competitive quote to you. It will include all of the details on final pricing numbers, quantity, and actual specifications of the product you will receive.

For many businesses, this is the end of the RFQ process—but it may not be in every case! We are happy to answer any questions or concerns you have about the framework of the quote in our final document. Customer satisfaction is a top priority for LINTEC Automotive.

RFQ for Custom Designs

Sometimes a company will approach us with a need for a niche product that solves a tricky design problem unique to their project. LINTEC Automotive is always seeking an opportunity to expand our offerings—a mindset that has made us a leader in pressure-sensitive tapes and films since 1934.

We're happy to involve our up-to-date research and development team in the RFQ process to craft the perfect film for a valuable new product line. Sometimes R&D is essential to finding the right film for your project and your budget. Here's what we'll do:

1) INITIAL PITCH/INQUIRY

We'll begin by listening to and recording the traits/specs required for your creative new opportunity or idea for an automotive film. Similar to a standard RFQ, it will be invaluable to our R&D team to gather all possible information about the parts involved in the application and conditions the adhesive will need to endure as we gauge the parameters of the project.

2) DESIGN & DIALOGUE

Internal discussions with our research team will guide us towards a shortlist of custom-catered material and adhesive options that best fit your project. We will also take into account approximate expenses involved in R&D as we aim our recommendations to hit your price point needs.

Once you've surveyed these suggestions, your team and ours will continue to exchange ideas and questions until we've agreed upon the best option. It's also essential that we build a mutual understanding of any time or resources R&D will require to turn your idea into a reality.

3) FINAL VISION AND OFFICIAL QUOTE

The formal quote for your custom order will put everything into real numbers so that you can easily consider and discuss the project details. If everything checks out, we'll be ready to get to work when we receive your final approval.



Customer First Philosophy

LINTEC of America has a longstanding reputation for superior service. Our “customer first” philosophy and focus on innovation have made us a preferred partner in developing and supplying high-value-added automotive adhesives for many years.

The RFQ process with LINTEC is as collaborative as it is comprehensive. We’re only a phone call or an email away if you need more details or have a sudden question about the direction of a project. Our experts take pride in delivering the best possible service while we connect your project to the right films, at the right price.

We can even send you physical samples of our materials for further testing before you make a final decision! Don’t hesitate to ask for swatches of several recommended options for easy comparison.

Work with LINTEC Automotive to find the film adhesive solution that you’ve been waiting for. Call us to consult on the possibilities or initiate an RFQ with us today.





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About LINTEC Auto

Based on our philosophy of “customer first” and innovative new ideas, we will continue to work on developing high-value-added products we can offer to customers to meet their diverse range of needs.

We offer an extremely diverse range of products that include adhesive papers and films for seals and labels, automobile-use products, window films, semiconductor-related tapes and equipment, LCD-related products, color papers for envelopes and release papers and films.

800-806-8977

info@lintecauto.com

lintecauto.com

Contact Us



**Unique
Products**



**Variety
of Uses**



**Exceeding
Expectations**