

FILTER CORES

Trusted with the most challenging critical cores and assemblies

Beverlin has been making cores for filtration since 1976 and is now the world's largest welded filter core producer.

Beverlin is known as a trusted supplier partner providing the most challenging cores for the most demanding applications and industries.

The company does not cherry pick the portfolios for the cores that it wants to sell. Beverlin is here to serve its customers and that means supplying the entire portfolio which includes the high runners and the low runners as well as the cores that many companies cannot do or do not want to do because they are hard or there isn't enough volume.

CHALLENGES

Beverlin is proud that companies ask it to provide challenging filtration cores as well as to supply their fully welded assemblies. The US filter core manufacturer says it

also has just as much enthusiasm about lower quantity opportunities as it does for large volume programs. Beverlin likes niche – if it is important to customers then it is important to Beverlin. That is why once Beverlin starts to supply a customer, it takes care of them and eventually ends up being their only welded core supplier.

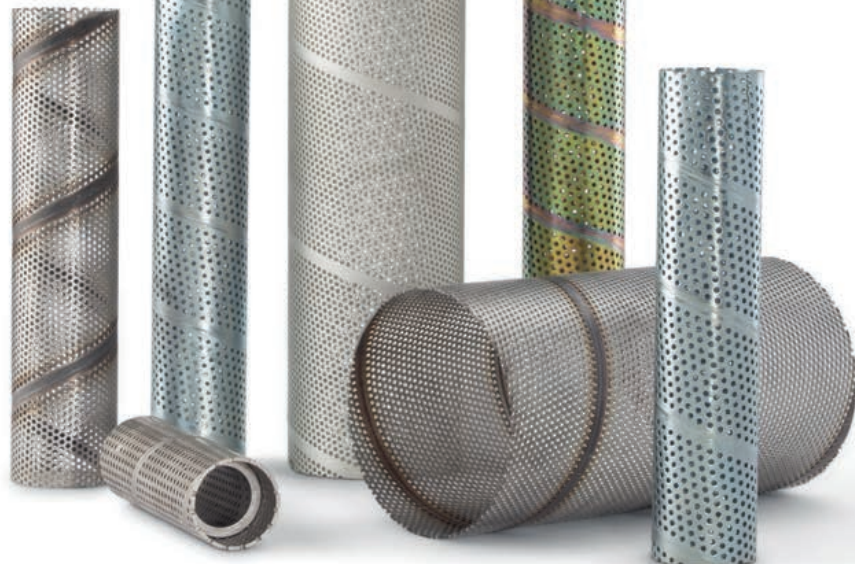
CUSTOMERS

Dedicated to being customer fanatics, Beverlin provides a 'WE Can IF' approach to every opportunity that comes its way, welcoming custom perforation patterns, unique diameters and new challenges.

Beverlin listens to its customers and values their input, implementing processes,

Left: Beverlin provides welded filter cores with both straight and spiral seams.

Below left: If it is important to customers then it is important to Beverlin. Image © iStock.



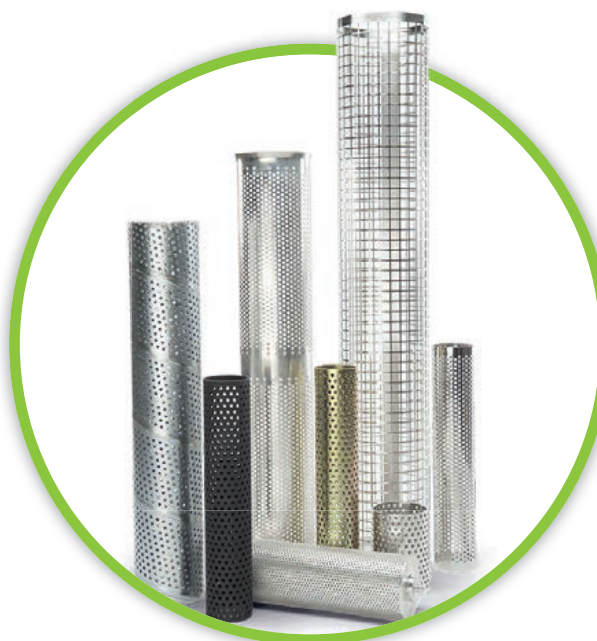
technologies and equipment that best support its customers and their growing needs.

INVESTMENT

The company has continued to invest in the business to support its customers, including adding additional capacity, always making sure they are staying ahead of the growth curve. It is mission critical to Beverlin that its On Time Delivery is nearly 100% and that it maintains the lowest lead time in its segment.

Beverlin has also increased its ability to produce even larger diameters and lengths of finished cores. It is becoming commonplace for Beverlin to produce parts that are 8 inches to 13 inches in diameter and over 10 feet in length.

As the product and its application becomes more critical, Beverlin has continued to provide more value-add by offering complete welded assemblies that contain multiple cores, CNC fittings, stampings, deep drawn components, mesh and other important items. Customers do not have to be burdened with managing many multiple suppliers



Above: Beverlin's filter cores come with a range of finishes.

Below: Bricks for Beverlin – leadership covenants and values.

and struggle with timing issues and when parts do not fit one another. Beverlin takes on all of that responsibility and risk so that customers do not have to.

PRODUCT PARTS

Beverlin goes to great lengths to make sure its parts are correct in design, manufacturing and certainly before they leave the building. The company has an extensive support team and detailed inspection

criteria by part number that must be met before parts are packed for shipment to customers. Beverlin's quality policy is Built to Last Right from the Start.

With a 0 PPM mindset, the Beverlin team works really hard to make sure they don't make mistakes. They Love to Win and Hate to Lose, but that doesn't mean they are perfect, they can make mistakes. The difference is in how they respond when something doesn't go according to plan. They own it and make it right.

To avoid potential mistakes, Beverlin takes a PFMEA approach to how it builds each product. All of its parts have detailed prints and work instructions for all necessary details. New parts have "New Part Launch Checklists" that accompany the parts from station to station and have assigned people within the support staff who are responsible for new products and flawless execution. Parts go through rigorous First Article Inspection. Beverlin fully believes that if a customer is going to trust the company with its parts and portfolios, then the core manufacturer had better have a world-class support team and top-notch systems to back it up.

When given the opportunity, Beverlin loves to collaborate with its customers to achieve the best possible outcome for them, their customers, the product and any project that it can support.

At Beverlin's core, is its loyal team and values culture. They are one team with one goal, pulling in the same direction and focused on Doing Whatever it Takes to support customers.



ABOUT THE AUTHOR

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