

## **NiCHE Case Study – Semiconductor Fluoride**



**An EU based Semiconductor Company needed to urgently source key production material of 10-12kg annually. Material sourced from a catalogue company, supplying in 25g packs, was unavailable for 12 weeks.**

- ◆ **Customer first contacted NiCHE Materials Ltd at the beginning of November 2013; their plant closure date 16<sup>th</sup> December 2013.**
- ◆ **NiCHE found a suitable source and supplied 200g process sample which was delivered 2 weeks after initial enquiry.**
- ◆ **Bulk order was raised 10<sup>th</sup> December and supplied on Friday 13<sup>th</sup> December for plant trial. Customer had 2 weeks stock remaining.**
- ◆ **Based on plant trials, quality, pricing and 2 deadlines met, bulk order was placed.**
- ◆ **Commercial deliveries have been made with no quality or delivery issues since January 2014.**

### **Outcome**

**NiCHE Materials Ltd awarded Preferred Supplier Status for this company.**

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