

The regular exchange of information with you is important to us. We are convinced that this is the basis for mutual success, which is why we at STEINEL Solutions are committed to transparent and customer-oriented communication. With the STEINEL News format, we report the most exciting news from STEINEL, inform you about current events on the procurement market, offer you some market news and take a look at technologies.

## Raw material and supply chain management

### Supply chain problems in 2024

Recent years have highlighted the vulnerability of global supply chains to events such as the pandemic, geopolitical conflicts and extreme weather phenomena. Traditional approaches to problem solving are no longer sufficient; more flexible and resilient strategies are needed.

High inflation rates and rising energy prices are driving up warehousing costs. Fuel prices and geopolitical conflicts, such as in the Red Sea, and the lack of qualified labour in the logistics sector are putting pressure on transport costs. Stricter legal regulations designed to promote ethical and environmentally friendly practices are increasing the pressure on companies.

To overcome these problems, companies must rely on «just-in-case» inventories, develop alternative delivery routes and integrate 3PL service providers. Flexibility and collaboration along the supply chain are key to remaining competitive and overcoming future challenges.

Finally, flexibility is critical to maintaining supply chain continuity. In the face of increasing uncertainty, companies need to build robust, adaptable supply chains to remain competitive. This requires not only new strategies, but also close collaboration between all stakeholders along the supply chain to overcome current and future challenges together. (1)

Even if the delivery times for most components are currently less than three to four months, even small disruptions in the supply chain are enough to throw the delivery rhythm out of sync. This is why reliable, long-term planning figures from our customers are the be-all and end-all for STEINEL's adherence to delivery dates.

### Developments in the components market

Over the past two years, the component market, particularly for semiconductors, has eased significantly, with delivery times now at three to four months and stable stock levels at acceptable prices.

Nevertheless, experts are warning of potential future problems, as large semiconductor manufacturers in Asia and the USA are reducing their production due to falling demand and full inventories. This could lead to renewed bottlenecks as production capacities cannot be increased again quickly, which could cause problems in Europe in particular.

It could take up to nine months for the industry to respond to increased demand. Forecasts for the fourth quarter of 2024 indicate possible shortages due to the artificially induced reduction in production capacity. The development of the market situation should therefore be monitored closely. (2)

Longer planning can work wonders, as Europe is not the top priority for many manufacturers of electronic components. Orders, especially for single-source components, should therefore be placed a little earlier than usual. Manufacturers often do not immediately inform about extended delivery times, as bad news is reluctantly communicated on the stock market. One example of this is Texas Instruments, which often states shorter delivery times than can actually be met. By placing orders earlier, such problems can be better avoided and potential delays minimised.

Sources: (1) [Fulfillment-Box](#), (2) [A+B Electronic](#)

## Certifications and quality standards



## AEO

STEINEL Solutions is AEO-certified. AEO (Authorised Economic Operator) status is granted to companies that are considered reliable with regard to the security of the international supply chain.

## Career



## Apprenticeship

We support young people on their way into working life and are committed to training them to become EFZ electronics technicians and EFZ design engineers. Once again this year, we were able to successfully fill all apprenticeship positions and are delighted that our apprentices have made a good start to their training.

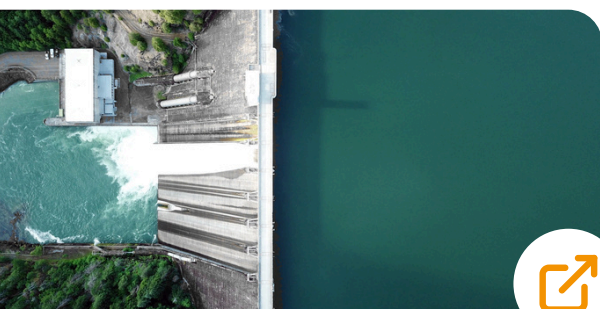
## Specialist article



## How will your product become an integral part of the IoT world?

Projects in the industrial and consumer IoT environment are exciting and diverse. Many disciplines are required simultaneously: hardware and antenna design, industrialisation, communication, low power, visualisation and control, cloud integration, firmware development and updates and much more. The technology mix is constantly growing and many standards and alliances are fighting for market share. LwM2M - the Lightweight Machine-to-Machine protocol - is a protocol that is not yet so well known.

## References



## STEINEL expertise: Electronics production, assembly and testing

STEINEL Solutions has developed the testing and test equipment technology for the customer Rittmeyer AG, a specialist in measurement technology solutions for hydropower plants and water management based in Baar ZG, and is assembling the device in Switzerland.