



# Why you should be doing your Finishing Online

A HeyScottie Whitepaper

*Get better prices, quality and service and travel no farther than your shipping dock with HeyScottie, bringing you the best in finishing services at the click of a button.*

## Online Finishing – What???

You do everything else online, why not anodizing, powder coating and other finishing operations?

With HeyScottie, you can find the best prices and best service, regardless of where you are. This whitepaper will describe the wide price range of a sample finishing process between two reputable finishing houses. One quote was \$8.50/part, the other was \$1.50 per part.

These quotes came from finishing companies that had been in business for decades, that both were from Partner of HeyScottie's, and both were eager for the deal.

## Prices Vary Widely from City to City and State to State

Pricing varies widely across companies, regions, time of day, the mood of the quoter...

This is a feature of B2B sales. Pricing is not transparent, prices are based on custom builds, making standard pricing difficult, each quoting agent has a slightly different methodology to price each quote request, etc.

As an example, here are two quotes I received off the same request for electroless nickel plating for a job of several thousand of these pipe-like pieces (approximately 3" X 1"):

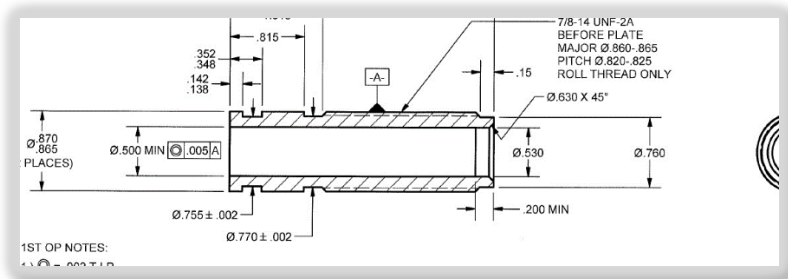


Figure 1: Simple piece P/N 13990 – partial print view



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First Quote = \$8.50/part

The first quote is from a long-standing partner of HeyScottie's. This partner has been in business in the same location near San Francisco since the early 1980's.

Price Quotation # 13990

To: HEYSCOTTIE  
22059 MOUNT EDEN ROAD  
SARATOGA, CA 95070  
RHONDA DIBACCHI  
CEO

Quote Date	Terms	Customer RFQ#	Telephone	Fax	Prepared By
4/14/2023	COD	13990	877-330-4818		Carlos

Quantity	Part #	Description	Price	Total
20000	13990 REV NC POWDER DIE	ELECTROLESS NICKEL (.0001-.0003 THK.) Electroless Nickel LEAD TIME: TBD	\$8.500 Each	\$170,000.00
1	CERTIFICATE	PART # 13990 REV NC ELECTROLESS NICKEL PROCESS Certification	\$15.000 Each	\$15.00

Handwritten signature: R. Smith

Figure 2: E-less Nickel Quote for \$8.50 per part

Second Quote = \$1.50/part

The second quote comes from a newly signed partner:

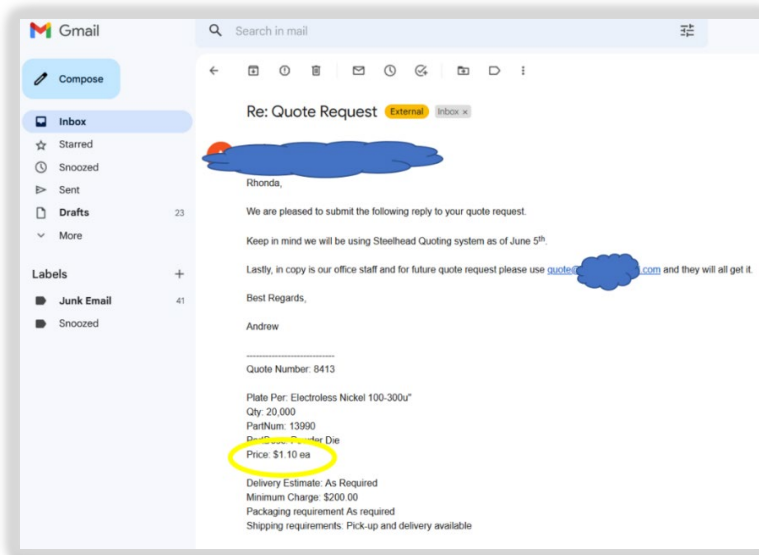


Figure 3: E-less Nickel Quote for \$1.10 per part



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## Why Are Prices So Variable?

Pricing varies widely across the country. This is due to many factors:

- different regulations for finishers by state/county/authority
- different prevailing costs for hazardous and semi-hazardous waste disposal
- lack of competition in smaller markets

But the biggest reason is complex, since pricing is custom, it is arbitrary and dependent on the individual quoter's:

- mood
- compensation plan
- last deal sold

## Try HeyScottie!

Tired of being limited to the minimal selection of finishers in your area? Stop compromising on quality and let HeyScottie bring our nationwide network of finishers to you! It's easy! HeyScottie will fetch you an unbeatable instant quote and provide free shipping labels. You just ship us your parts and in as little as two weeks, your parts will be back on your doorstep expertly finished.

HeyScottie will instantly fetch you the best price – which includes free shipping both to our partner and back to your facility. You ship us your parts and one of our hand selected partners will finish your parts and ship them back to you. We guarantee HeyScottie will be cheaper, faster and better than your local provider!

Don't let your lack of local options for finishing compromise the quality of your top tier manufacturing! HeyScottie will connect you with our network of finishing partners for the best price and quality. We'll provide an instant price and free shipping to and from our finishing partner!



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## The Way It Works:



Tell us what  
you need  
done

We send  
you a  
shipping  
label

Pack up  
your parts  
and ship  
them using  
the free  
shipping  
label

HeyScottie's  
finishing  
partner  
finishes your  
parts  
beautifully!

Your parts  
are shipped  
back to you!

Get better prices, quality and service and travel no farther than your shipping dock with this revolutionary new service, bringing you the best in finishing services at the click of a button.

Change your mind? No worries! Just send us an email within 24 hours to [orders@heyscottie.com](mailto:orders@heyscottie.com) and we'll cancel the job! Easy as that!

We offer a 100% money-back guarantee. See our terms and conditions for details.

## Why is this better than going local?

If you are anything like 95% of all manufacturers, you probably are not 100% happy with your local finishing providers. It's understandable, finishing tasks are complex and not all shops have a lot of services that they offer.

Also, you might be wondering about pricing. Pricing for finishing is a closely guarded secret for many finishers. Not with HeyScottie. You'll get an instant price, every time. No lengthy back-and-forth, no miscommunications between your procurement people and your product engineers. The whole quote process is online and quotes – in any stage of done-ness – can be emailed and discussed with any party you choose.

## What if you don't know what you want?

Confused about chromic anodizing vs hardcoat? Not sure if you need masking? What about heat treatment? We know finishing, chat with one of our experts and you'll get experienced finishing advice. We can do a video conference to review your parts and discuss options.



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## What if you don't have a shipping dock?

No worries! Just pack up your parts, visit your local UPS store and you can ship your parts to us. Easy as that. The shipping is free, the shipping cost – both to us as well as back to you - is included in your total price.

## Call us for a free estimate!

We love to talk finishing. Call or chat today!