Rx-360 Helps NewAge Industries Reduce Audit Costs and Save Time

NewAge Industries, a member of Rx-360, is a leading independent, employee-owned manufacturer of fluid transfer systems that produces high-quality tubing, hose, fittings, clamps, and accessories and offers expert project guidance and services. NewAge Industries has tapped into the full potential of Rx-360's Joint Audit Program® by being a member of the consortium through sponsoring audits and leveraging Rx-360's Licensable Audit Report Library.

SAVINGS OF NEARLY

$110,000

IN AUDIT EXPENSES



Delivering Industry-Leading Value

"The first audit we did was back in 2019. Working with Rx-360 enabled us to get buy-in from the industry on the audit we sponsored," said Chris Boytim, Supplier Quality Manager for NewAge Industries. As someone who has worked for NewAge Industries for nearly 25 years, Chris sees the value Rx-360 provides his organization. "Working with Rx-360 on audit findings and CAPA management is always a collaborative experience."

Mary Marcus is the General Manager for NewAge Industries and has worked for the company for 14 years. She has similar feelings about Rx-360. "Sponsoring audits through Rx-360 gives us the opportunity to form relationships with customers, to learn what their wants and needs are; they are highly valuable." She also noted that NewAge Industries' CEO, Ken Baker, feels the same way. "Ken sees the incredible benefits of our Rx-360 membership. He is a big advocate for Rx-360. The value is easily identifiable by suppliers."

Reducing Audit Costs & Saving Time

“Just in 2022, we’ve saved $110,000 in potential audit expenses because customers have licensed our audit reports through Rx-360,” said Chris Boytim. “These savings offset our membership cost many times over, to the point where we are profiting off our Rx-360 membership. Self-sponsoring audits pays for itself in no time when factoring in the number of times our audit reports have been licensed. Being a member of Rx-360 is integral to how we do business.”

In addition to the dollars-and-cents savings Rx-360 has provided NewAge Industries, Mary Marcus points out its effect on freeing up people’s time. “We could have had 29 onsite audits this year, but because of Rx-360, we only had to have 18. Spending two-and-a-half days self-sponsoring an audit through Rx-360 saved us 13 days. Hosting an onsite audit requires 2-3 people every day for several days. With Rx-360’s help, we’ve become more efficient by investing time upfront to save time on the backend.”

Providing Affordable Membership Opportunities

“Rx-360 has consistently kept its membership rates affordable,” Mary Marcus said. “In a day and age when the price of everything is increasing, it’s nice to know that we can count on Rx-360 to continue to offer us a great value at a reasonable price.”

At a time when every business is closely keeping an eye on how money is being spent, Chris Boytim made it clear that NewAge Industries’ Rx-360 membership is one line item that is never debated. “Every year, when we look at the budget, we must justify every expense,” he said. “When it comes to our Rx-360 membership, that’s not even up for discussion because of how much value we’ve gotten out of the consortium. It’s been a big success for us.”

Planning For the Future Overseas

NewAge Industries has enjoyed working with Rx-360 so much that they are looking at opportunities to continue doing so in the years ahead. “Our next big opportunity to work with Rx-360 is when we open our site in the Netherlands,” said Mary Marcus. “It will be interesting to see how much we can leverage Rx-360 to support us with that new site. I can only imagine that it will be just as successful as what we did for our local site that just opened. And I’m sure it will support more of our US customers who would be interested in auditing our European site.”

Reflecting on his experiences with the Rx-360 team, Chris Boytim added, “Everyone at Rx-360 has been a pleasure to work with. The turnaround time is quick, and we can always rely on the Rx-360 team to get us what we need when we need it. I’m very excited to continue working with Rx-360 as NewAge Industries continues to grow in the years to come.”