



Goods & Services Discounts

The Association of Manufacturers Bay Area (AMBAYAREA) connects manufacturers to robust cost reductions for both direct and indirect goods and services. This offering provides discounts from over 125 direct material suppliers featuring commodities, engineered components, services and supplies, as well as over 50 world-class indirect supply and service offerings.

DIRECT SPEND CATEGORIES

- Aluminum Extrusions
- Castings
- Contract Manufacturing
- Custom Electronic Controls
- Electronics, Electrical Fasteners
- Freight & Logistics, Third-Party Logistics
- Gaskets
- Heating Elements
- Industrial Gases & Welding Supplies
- Inspection, Product Testing, Certification
- Insulation - Thermal, Acoustical
- Metal Fabrication
- Metal Stamping
- Metals, Stainless, Aluminum, Carbon
- Motors, Bearings, Power Transmission
- Packaging, Corrugated
- Pipes, Valves, Fittings
- Plastics--Injection Molded
- Plastics--Resin
- Plastics--Sheet, Rod, Tube, Film
- Pumps
- Wire Harnesses

INDIRECT SPEND CATEGORIES

- Office Supplies & Equipment
- MRO, Industrial Supplies
- Car Rental
- Pharmacy Benefits
- Workforce Mobility
- Small Parcel
- Conferencing Services
- Staffing & Workforce Solutions
- Corporate Housing
- Waste Management
- Fleet Management
- Fire Protection
- IT & Telecom
- Background Checks/Drug Screening
- Uniforms & Mats
- Travel Management
- Roofing & Flooring
- Branded Apparel
- Voice & Network Services
- Meetings & Events
- Marketing Services
- First Aid & Safety
- Ground Transportation

Historical Savings Realized*

Category	Percentage	Category	Percentage
Stampings	30%	Fasteners	25%
Freight	34%	Pipe, valves, fittings	25%
Heating elements	20%	Refrigeration wire	70%
Plug and cord sets	12%	Grinding wheels	58%
Telecommunications	41%	General MRO	33%
Packaging supplies	20%	Wire harnesses	50%
Computer hardware	18%	Wire racking	28%
Printing	28%	Labels	9%
Packaging: shrink wrap	28%	Rubber components	30%

*Represent best cases; percentages in each category vary.

Visit ambayarea.org/membership to apply today and access a variety of member benefits including discounts on good and services.