

Industrial Parts and Equipment Distributor



Executive Summary

- ❑ Leading industrial parts distributor
- ❑ 350 locations nationwide
- ❑ Issues included meeting customers' demands for lower costs and rapid response, introducing and having available for delivery new products

Challenges

- ❑ Achieve consistent improved performance and cost management of all 350 locations
- ❑ Not building inventory as a way to meet demand
- ❑ Working to improve supplier performance
- ❑ Major system SAP installation occurring

Results

- ❑ Reduced replenishment cycle time by 35%
- ❑ Reduced supply chain operating expenses by 12%
- ❑ Increased core business daily sales volume by 50%
- ❑ Decreased project development cycle time from 130 weeks to 30 weeks
- ❑ Increased profits by 400%