

Consumer Packaging Company Program



Challenges

- Division was not meeting its financial targets
- Customer confidence was eroded due to long response time and poor on-time delivery
- Project pricing process produced inconsistent pricing across divisions
- Scrap was excessive and were impacting gross margins

Executive Summary

- ❑ A division of a New York stock exchange company
- ❑ National consumer packaging company designing and producing creative packaging for consumer companies in sporting goods, cosmetics, and food products

Results

- ❑ Improved gross margin performance 13% transforming a loss operation into solid profitability
- ❑ Reduced fulfillment cycle time from 50 days to 10 days...an 80% improvement
- ❑ On-time delivery increased from 70% to 96%
- ❑ Pricing strategy and process developed that standardized pricing across the company driving a 4% increase in gross margins
- ❑ Scrap was reduced from 12% to 8%, a 2% improvement in gross margins