

Case :

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Country :

France

Sector :

Production - Cables

Company :

Amongst others, the big group produces cables and they work via several regional sales agencies (other big competitors sell directly from the factory location).

Type of intervention :

Review strategy logistics department.

Project Goal:

Transform the logistics center in a service which manages only the stock from the main plant and not the agencies' stock (before the project, the agencies' stocks were managed centrally, with all problems coming from this (no match supply-demand; long delays).

What did we do?

- We defined exactly what was the logistics center's mission and we established how to utilize the agencies' capacity more efficiently. All this without increasing the regional stock levels and without increasing transportation costs.
- We put the sales administration in the factory in order to meet demand.
- We had the « standard cutting » done in the main factory and leave the customized cutting in the « ateliers ».
- We improved stock management : from a « push » (factory) to a « pull » (client) system.