



CUSTOMER MANUFACTURER OF TRUCK CAPS, TONNEAU COVERS
AND TRUCK ACCESSORIES*

SOLUTION MSC IN-PLANT, CONTROLPOINT® VENDING AND VMI,
AND MSC SPECIALIST TEAMS

This company is one of North America's largest manufacturers and suppliers of fiberglass and aluminum truck caps, tonneau covers and truck accessories. These recreational and commercial/fleet products include a series of brands manufactured in the U.S. and Mexico. Their services include engineering, design and mold-making.

To learn more about MSC's BNA, our unbiased process, and data assessment of your indirect supply chain, designed to identify customized solutions to **empower performance, generate savings and maximize profit potential**, call us at 800.645.7270 or complete this [brief intake form](#) to get started.

*While the customer information is confidential, the story and results are real.

AUTOMOTIVE AND TRANSPORTATION

CHALLENGE

CHALLENGED WITH STOCK-OUTS, LACK OF INVENTORY ANALYTICS, NO ACCOUNTABILITY, TOO MANY ORDERS

Conducted an extensive operational site assessment through MSC's Business Needs Analysis (BNA) to identify opportunities to achieve this customer's goals for inventory visibility, control and accountability.

Goals included:

- Gain visibility, control and accountability of indirect supplies
- Ensure appropriate inventory solutions are in place
- Limit excessive inventory usage
- Supplier consolidation
- Establish synergy between separate business units

SOLUTION

MSC DELIVERED CUSTOMIZED INVENTORY SOLUTIONS AND IN-PLANT SERVICES

- Implemented vending and VMI solutions to gain visibility, control and accountability to limit excess usage, reduce suppliers and minimize stock-outs
- Assigned a dedicated MSC In-Plant associate to eliminate employees' labor hours with inventory management, and bring synergy between both business units
- Build a customized inventory management health scorecard report
- Engaged MSC teams of specialists – Metalworking, Safety and Fluid Connector specialists

RESULTS

FIRST YEAR PROJECTED COST SAVINGS OF \$694,000

- Indirect labor savings
- Inventory reduction savings
- Full-time MSC In-Plant associate
- MSC capital investment in vending and VMI solution
- Procurement cost savings
- Value-added training services

CONTINUOUS IMPROVEMENT

Established a cadence of quarterly Customer Improvement Reviews (CIR) at which MSC and the customer collectively review a "scorecard" to evaluate progress on identified goals and look for improvement opportunities. In addition, we continue to work with our specialist teams and the customer to identify improvement initiatives to ensure on-going synergies, inventory optimization and profit improvements.