



CUSTOMER	BERRY TRACTOR
INDUSTRY	HEAVY EQUIPMENT
SOLUTION	CONTROLPOINT™ VMI SOLUTIONS

Berry Tractor, headquartered in Wichita, KS, provides top quality construction equipment, supported by four repair facilities, field service capabilities, expert mechanics, and a very large parts inventory. Berry Tractor has four locations throughout Kansas and Southwest Missouri.

They carry a broad range of equipment including wheel loaders, excavators, articulated trucks, rigid frame trucks, many types of compactors, asphalt and concrete pavers, construction brooms, material, and equipment trailers.

Berry Tractor sells such brands as Komatsu, BOMAG, Terex Cedarapids, Gomaco, Gradall, Superior Broom, Trail King, Telesmith, Mauldin, Montabert/Tramac and Hensley to name a few.

Get more information about ControlPoint™ VMI Solutions at [mscdirect.com/solutions/vmi-solutions](https://mscdirect.com/solutions/vmi-solutions)





## GO SEE

### IDENTIFIED TIME AND COST SAVING OPPORTUNITIES

-  Hydraulic hose and fitting areas were disorganized
-  Limited assortment and insufficient inventory on-hand
-  Techs wasted time going to the local hose shop to have hoses made
-  Company was wasting money having the hoses made externally




## GO DO

### IMPLEMENTED CONTROLPOINT VMI SOLUTION

-  Identified appropriate hose fittings to optimize inventory assortment
-  Implemented color-coded system to easily identify matching die ring to hose fitting
-  Engaged Parker Hannifin for training, crimper, dies and storage bins at no charge
-  Implemented a bi-weekly MSC VMI specialist visit

## GO SAVE

### EFFICIENCIES INCREASE PRODUCTIVITY

-  Improved productivity by eliminating time wasted searching for matching die rings to hose fittings
-  Eliminated techs from leaving the plant to get hoses made externally
-  Right-sized inventory and VMI specialist keeps the right parts on-hand

## GO AGAIN

*"The benefit we see from having our hydraulic fittings managed with MSC's VMI solution is that we are able to get the hoses we need quicker and cheaper. When we need a hose, we need it NOW and don't have time to waste to run down the street and wait in line to get a hose made. I can't be more pleased. This solution is working fabulously!"*  
Paul Dow, Parts Manager