



CASE STUDY:

RAISING QUALITY WHILE LOWERING COST



Sports Accessory
Distributor gains a
competitive edge with
improved assembly
development and
reduced product cost
based on Warehouse
Services Inc.
manufacturing solutions.

COMPANY BACKGROUND

A major sports accessory distributor with offices in the United States and abroad.

BUSINESS PROBLEM

This client was sourcing products from overseas. Poor inbound quality of the products made the client question the existing supply chain. Working with Warehouse Services Inc., the Client analyzed sourced material costs, domestic inbound tariffs, domestic storage costs and sea container costs. These costs, coupled with poor inbound quality of the materials drove the client to ask Warehouse Services Inc. to provide a solution.

WAREHOUSE SERVICES INC.'S CHALLENGE

- Lower the inbound supply chain costs
- Lower inbound tariff through new product design
- Introduce 'Lean Manufacturing Principles'
- Improve finished quality of the product
- Adhere to tight implementation timetable



COMPELLING RESULTS / RETURN ON INVESTMENT

- ✓ Semi Finished product allowed 4X's the number of units to be placed in a sea container.
- ✓ Warehouse Services Inc. lowered inbound Sea Container costs on a per unit basis.
- ✓ Final Assembly in the USA allowed for lower tariffs.
- ✓ Client built a new quality assurance laboratory to ensure quality.
- ✓ Warehouse Services Inc. implemented a reduction in leased square footage.
- ✓ Warehouse Services Inc. completed the project within 3 weeks.
- ✓ Per unit cost solution to client provided client control.

**Lower Supply
Chain Cost,
Higher Quality,
Customer Delivery**

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