



Contact Info: Office: 330-879-5653

email: info@vailpkg.com



Need:

A Fortune 1000 firm required a single source vendor to manage its 1590 part numbers and over 1.4 million packaging units. The targeted cost savings of the initiative was \$125,000.

Fortune 1000 manufacturer to the Banking Industry

“Vail Industries takes a long-term view towards our business. They have consistently reduced our direct and indirect packaging cost year after year. We both have benefited.”



Solution:

- ✓ Establish a vendor managed inventory program to reduce on-site customer inventory and increase cash on hand
- ✓ Perform packaging audits to reduce materials and labor required to safely ship products
- ✓ Streamline purchase order and invoicing process to reduce transaction costs

Benefit: Total Saving \$188K

- ✓ Reduced annual warehousing costs by roughly **\$60,000**
- ✓ Packaging audit resulted in a cost savings of **\$120,000**
 - ***Pre-assembled units***
 - ***Hybrid packaging solutions***
 - ***Optimized materials***
- ✓ Reduced the number of purchase orders required annually by **500** resulting in an annual savings of **\$8000**