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Marine Boat Building Case Study  
Supplier Service Disruption

STELLAR



## Marine Boat Building Case Study

**PRODUCT CATEGORY: Supplier Management****REALIZED: Avoided Multiple Product Stockouts  
& Potential Plant Shutdown****DOCUMENTED COST SAVINGS: Process Improvements  
& Labor Cost Savings**

### CUSTOMER PROFILE

*The Boat Building industry, which manufactures watercraft generally intended for personal use, has experienced consistent revenue growth over the five years to 2019. Since its products are highly discretionary purchases, the industry has benefited from increased consumer confidence, rising disposable income and heightened spending. To stay competitive, boat manufacturers must continually drive profitability to further enhance reinvestment as markets and consumer preferences evolve. This boat manufacturer is known as a leader in the industry for performance, innovation, engineering and luxury.*

### THE OPPORTUNITY

Stellar had previously contacted the boat manufacturer in an attempt to win their business to no avail. Then, early one Monday, Stellar received an urgent call from the company that one of their suppliers had gone out of business effective immediately. Within 2 weeks, the manufacturer was looking at a stockout situation for products that could result in a plant shutdown.

### SOLUTION

Within 5 days, Stellar was able to source, quote and deliver the required products from multiple suppliers to get stock levels back in line with production need and avoid any plant shut down. Within 30 days of that first delivery, the boat manufacturer and Stellar had implemented an automated replenishment process for these items to insure no stockouts in the future.

### RESULT

Since then, the boat manufacturer removed stockouts and reduced transactional costs on their PPE procurement. Stellar is also now their 3M Safety Supplier including training on Fall Protection, Protection Apparel and Fit Testing for employees to insure a safe work environment with realized costs savings related to injuries and lost time. Additionally, Stellar has expanded their service offering providing them safety supplies and all their indirect supplies at their Service Center. Stellar has established ongoing procurement and receiving cost savings with bar coding to deliver to the point of use at their locations.

### WE DELIVER IT ALL

**Partnering with you up front to improve your profit while supporting you with industrial supplies, process solutions and specialty expertise.**



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Marine Boat Building Case Study  
Viking Yacht  
Supplier Service Disruption

STELLAR

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*Sustaining win-win partnerships for Stellar value.*