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Marine Boat Building Case Study
 Viking Yacht
 Supplier Service Disruption

STELLAR



PRODUCT CATEGORY: **Supplier Management**

REALIZED: **Avoided Multiple Product Stockouts
 & Potential Plant Shutdown**

DOCUMENTED COST SAVINGS: **Process Improvements
 & Labor Cost Savings**

CUSTOMER PROFILE

The Viking Yacht Company is located on the Bass River, a winding marsh-lined tributary that feeds into the Mullica River and flows into the Great Bay. About 50 minutes by boat to Atlantic City, the wilderness of the Bass River sits in stark contrast to the leading-edge technology that exists with every Viking leaving the New Gretna facility. Building a better boat every day has been Viking's philosophy for over five decades, and this is why Viking leads the industry today in performance, innovation, engineering and luxury.

THE OPPORTUNITY

Stellar had previously contacted Viking Yachts in an attempt to win their business to no avail. Then, early one Monday, Stellar received an urgent call from Viking that one of their suppliers had gone out of business effective immediately. Within 2 weeks, Viking was looking at a stockout 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, Viking and Stellar had implemented an automated replenishment process for these items to insure no stockouts in the future.

RESULT

Viking has 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 to Viking providing them safety supplies and all their indirect supplies at their service center in Florida. 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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STELLAR



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Sustaining win-win partnerships for Stellar value.