

20

19

Marine Boat Building Case Study
Supplier Service Disruption

STELLAR

PRODUCT CATEGORY: **Supplier Management**

Marine Boat Building Case Study

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.



20

19

Marine Boat Building Case Study
Viking Yacht
Supplier Service Disruption

STELLAR



Tacoma - HQ

711 E 11th Street
Tacoma, WA 98421
(253) 383-2700

Billings

2504 Overland Avenue
Billings, MT 59102
(406) 896-0066

Pittsburgh

1 Park Drive
Lawrence, PA 15055
(724) 743-2540

Spokane

2501 N. Farr Lane
Spokane Valley, WA 99206
(509) 532-9100

Denver

13782 E I-25 Frontage Rd.
Unit B-5
Longmont, CO 80504
(303) 424-4280

San Luis Obispo

755 Fiero Lane, Suite D
San Luis Obispo, CA 93401
(805) 543-5177

Everett

1106 Shuksan Way
Everett, WA 98203
(425) 259-9241

Eagan

990 Lone Oak Road, Ste. 124
Eagan, MN 55121
(877)646-4800

Sparks

955 S. McCarran Blvd. Suite 102
Sparks, NV 89431-6329
(775) 331-4370

Portland

12831 NE Whitaker Way
Portland, OR 97230
(503) 253-3100

Knoxville

3002 Industrial Pkwy W
Knoxville, TN 37921
(800) 232-9366

Tampa

7020 Anderson Road
Tampa, FL 33634
(813) 885-2343

Albany

1128 S. Commercial Way SE
Albany, OR 97322
(541) 967-8500

Memphis

3310 Commercial Parkway
Memphis, TN 38116
(901) 345-6001

Upland

2022 W 11th Street
Upland, CA 91786
(909) 946-8039

Atlantic City

10 Canale Drive
Egg Harbor Township, NJ 08234
(813) 885-2343

Phoenix

1819 W 3rd Street
Tempe, AZ 85281
(480) 550-3675

Ventura

1445 Donion St., Unit 3
Ventura, CA 93003
(805) 650-9528



(800) 562-8258

Sustaining win-win partnerships for Stellar value.

STELLARINDUSTRIAL.COM