

Drive Your Distribution Center & Warehouse Performance Assessment...

Turn Your Distribution Center/Warehouse into a Profit Center!



Operational Excellence
in Wholesale Distribution & Manufacturing

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Here's How!

LEAN THINKING IN WHOLESALE DISTRIBUTION...



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Some of the first things most people typically learn about distribution operations are that the focus is on things like:

- ✓ How do we get our accuracy better?
- ✓ How do we get our throughput better?
- ✓ How do we assimilate more sku's?

We tend to forget that each entity in distribution operations, each piece of the “value-stream”, is part of your company’s financial picture. Of course it is; you are trying to make money, aren’t you? ***Distribution centers and warehouses tend to be viewed as cost centers - not profit centers - and that should become a very clear distinction in terms of how you approach your distribution operations.***

Unless you bring your distribution operations into the financial arena, they’ll be no financial impetus for change. You won’t be playing in the arena that companies are driven by. **For your company it may be an urgent issue, pervasive and costly. You need to demonstrate that your distribution operations can...pull a profit!**

*Think about it this way; what if you had to outsource your distribution operations and the functions you now provide internally? How much would you pay for it? Even better question; how much would you **want** to pay someone else to do it? How would that affect your profitability?*

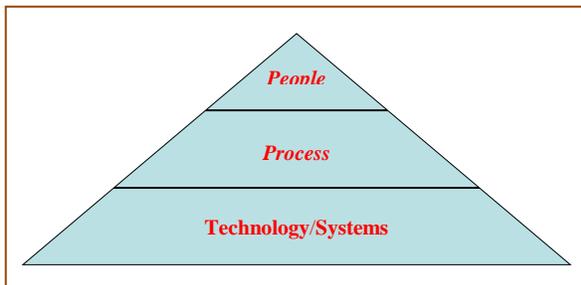
LEAN THINKING IN WHOLESALE DISTRIBUTION...



But, what do you do about it?

Consider our *“Drive Your Distribution Center & Warehouse Performance Assessment”*. Get clarity - and visibility - into your distribution center/warehouse functions. Uncover the barriers and bottlenecks. We provide the objective analysis skills and the knowledge of “best practices” that may not be a readily available resource within your organization - or maybe you just don’t have the time - or plainly, it’s just not a core competency.

If significant capital expenditures are required, this can also become an additional barrier to improvement. *Yes, it’s difficult for smaller companies to grow and scale their businesses, but it doesn’t always mean new ERP or WMS software are necessary.*

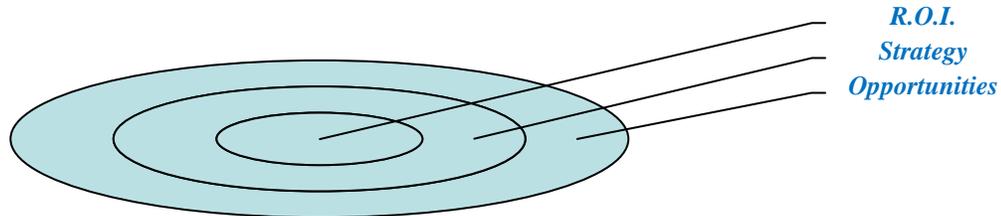


Drive Your Distribution Center & Warehouse Performance Assessment will:

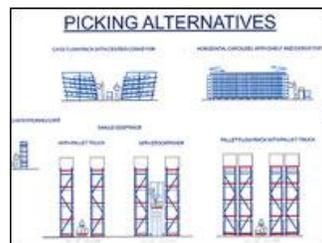
- Thoroughly analyze and evaluate your existing distribution center/warehouse processes, people and systems - from receiving through shipping
- Thoroughly review the layout of your facility as well as the flow of material in and out, (receiving, put-away, and picking/shipping), evaluate your existing material storage and handling methods, product transport methods and staffing

Drive Your Distribution Center & Warehouse Performance Assessment will:

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- Identify **opportunities for improvement** in performance, productivity, service, and the technology/systems you use
- Recommend **best practices and practical solutions** which have an expected R.O.I. (**10% - 30% performance increase**), within 6-months, and are *consistent with your business scenario and financial opportunity*
- Provide an **economic analysis** (what can you do realistically?) and a **performance improvement implementation strategy**
- Provide **detailed “engineered drawings”** illustrating what your distribution center/warehouse of the future could look like.



- Recommend **appropriate metrics** to measure performance and guide *continuous improvement*



Contact us. Our fee is simply based on the size of your facility (square footage) and is all inclusive – *one flat fee*. It even includes all anticipated travel expenses. **Contact Howard Coleman at MCA Associates, 203-732-0603, hcoleman@mcaassociates.com**