



S & P USA

CASE STUDY

Lean Supply Chain grows customer sales
by 328.76%

OVERVIEW

A nationally ranked top 10 multi-family contractor working on 30,000 apartment units per year was frustrated in dealing with various suppliers to accommodate various engineers' specifications for bathroom fans. By using several suppliers, their employees were struggling with inconsistent pricing and the management of too many SKUs. The firm realized that they would need to become a partner with a manufacturer to lean their supply chain.

PAUL LANDERS | Sales Director -Wholesale

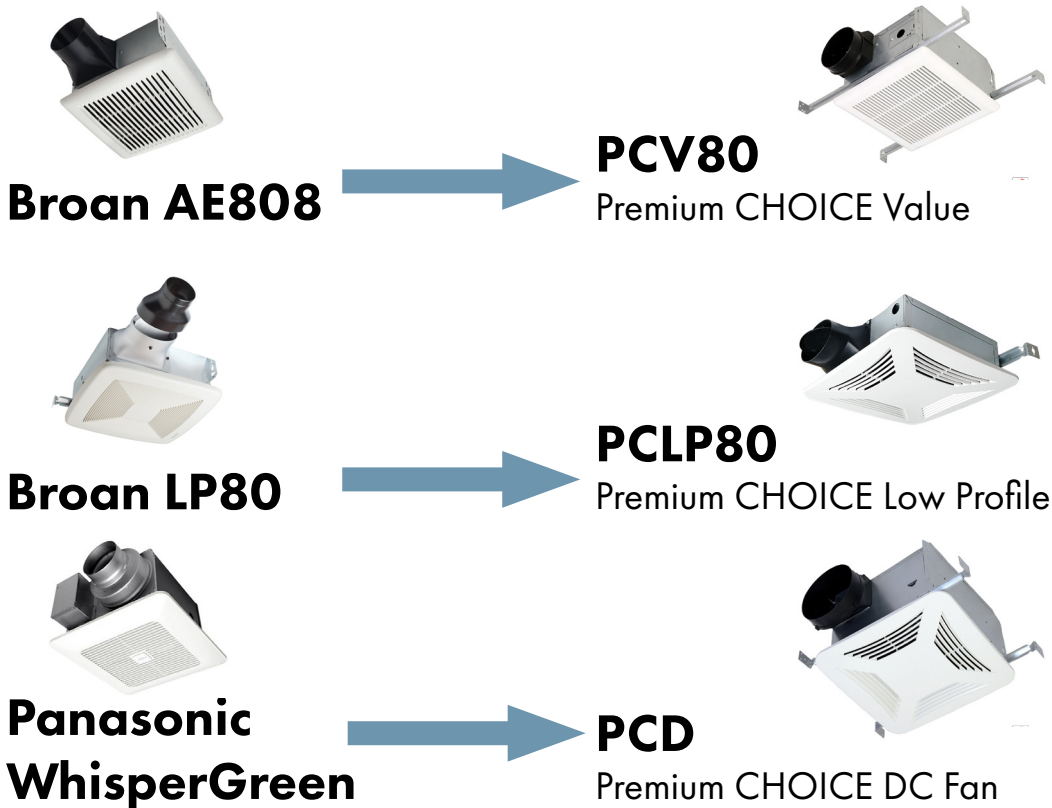
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APPROACH

S&P USA partnered with their regional distributor to educate the contractors on the Premium CHOICE Bathroom Exhaust Fan series. S&P's Premium CHOICE offers five models of bathroom exhaust fans that allow the end customer to build the fan perfect for their project. All products in the five categories that S&P USA carries were carefully cross referenced against the products currently being purchased from Panasonic, Air King, Broan, and Delta Breeze. Furthermore, S&P's Premium CHOICE fans feature the innovative Plug & Play modules allowing for modification and customization. Along with one standard instruction and ease of installation, the PC fans were the clear choice instead of juggling several products from different suppliers. The result was an extremely satisfied customer who will be looking to S&P USA for every job which a specification can be converted. Currently, the contractor has grown with S&P by 328.76% and eliminated the use of multiple manufacturers, allowing the supply chain to become lean. The contractor has found the greatest success converting Broan AE80B to S&P PCV80 due to the cost saving of the Premium CHOICE Value without sacrificing quality.

TOP CROSS REFERENCE



CONCLUSION

In the end, the Contractor thought they needed multiple suppliers to address their needs when in reality, they needed S&P to provide multiple solutions and assist with engineer conversions. S&P has provided this team a one-stop shop solution with anticipated great success in the future.