

CASE STUDY - REAL EXAMPLE

**37 pallet types.
Standardizing
off the table.**

Right pallets. Right location. Right moment.

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THE REAL CHALLENGE.

Three sites. Limited floor space to store pallets. And 37 pallet types.

37 pallet types is not a mistake. It's a commercial choice.

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THE REAL CHALLENGE.

Production missing the "right" pallet at least once a day.

The process

- Production counts pallet stock daily in night shift.
- Customer service orders pallets against count daily.
- Production uses available pallets.
- If not available, sales contacts customer if the order can be delivered on alternative pallets. If not, the pallets are manually 'repalletized' on the right pallet as soon as they're available.

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THE FIX.

Backward count out. Forward demand in.

Stock levels recalculated per site and at the supplier, based on historical demand and lead time. A new tool showing demand weeks ahead, matched to pallet lead time.

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THE RESULT.

Right pallets.

Right location.

Right moment.

Escalations to planning went from daily to rare.

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INSIGHTS.

Stop deleting the complexity. Start carrying it.

Standardizing was off the table. So we built a system that could absorb 37 types instead of fighting them.

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INSIGHTS.

One person. One problem. Full mandate.

One great intern, full time on pallets. Teamed up with planning, customer service, the data analyst and production. Then he brought the pallet supplier in too. Focus pays off.

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THIS IS THE KIND OF CHANGE LEF. BUILDS.

Curious what's hiding on your floor? Let's talk.

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CASE STUDY - REAL EXAMPLE.

MAKING OPERATIONAL CHANGE STICK.

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