

CASE STUDY

PERSONAL & HOME CARE**Client**

A Global Manufacturer of Personal Care Products

Outcome

Over \$1 million per year saved through streamlined manufacturing and logistics

Challenge

Our partner, a leading manufacturer of personal care products, was facing competitive pressures because of high inventory, logistics challenges, and production costs. Their existing manufacturing process was a multi-step, multi-location procedure that included:

- Nonwoven substrate manufacture
- Offline resizing for printing
- Printing
- Offline resizing for spooling
- Spooling
- Three transportation legs between these sites

Web Industries was asked to offer suggestions for improving this expensive manufacturing process.

Solutions

We began by analyzing their current situation and by making sure that we fully understood their processes and goals. Guided by the principles of lean manufacturing, we jointly identified the following areas as potential sources of improved manufacturing efficiency:

- Excessive inventory carrying costs due to supply chain length
- Significant procurement and quality overhead costs due to management of multiple outsource providers
- Extra freight costs due to shipping to multiple locations
- Manufacturing waste resulting from an inefficient, multiple-step manufacturing process

We collaborated to create a scalable solution based on comprehensive supply chain consolidation. Within weeks, Web was able to deliver an improved manufacturing process featuring 90" wide in-line printing, slitting, and spooling out of a single location.

This approach eliminated two intermediate resizing operations, two manufacturing locations, and two costly freight legs, generating annual savings for our client in excess of \$1 million.

Results

In addition to the \$1 million annual savings, our partner also realized several other immediate benefits from the improved manufacturing process:

- **Reduced Lead Times:** The lead time required to produce the nonwoven substrate was cut from six weeks down to less than two weeks
- **Improved Inventory Velocity:** The lead time reductions and shortened supply chain improved inventory velocity and reduced inventory carrying costs by 70%
- **Reduced Complexity:** The new consolidated manufacturing process greatly simplified the material management process and reduced day-to-day management costs
- **Reduced Waste:** Eliminating unnecessary intermediate processes cut overall waste by almost 75%

Web's Services

One of the services Web Industries provides is outsource flexible material converting, including "slitting and spooling." Spooling uses a special winding process to place narrow-width material on a high-capacity spool instead of a relatively low capacity planetary or "pancake" roll. A spool can often hold ten times the capacity of a pancake roll, which greatly reduces the amount of splicing, roll swaps, and machine downtime needed during long production runs. This makes consumer product manufacturing more efficient and more cost-effective.

Challenges

- Complex multi-step, multi-location manufacturing process
- High manufacturing costs
- High inventory costs
- High logistics costs

Solutions

- Streamline the manufacturing process
- Eliminate the need for multiple manufacturing sites
- Reduce unnecessary shipping

Results

- Yearly manufacturing costs reduced by \$1 million
- Lead times cut
- Inventory velocity improved
- Supply chain simplified
- Overall waste reduced

About Web Industries

A 100% employee-owned company, Web Industries, Inc., is one of the largest and most diverse providers of precision converting and outsource manufacturing. We help customers in the Aerospace, Medical, Personal & Home Care, and Industrial markets bridge their capability gaps and accelerate their go-to-market success by leveraging close, trust-based relationships to develop ingenious solutions precisely tailored to their needs. From project inception through commercialization, Web offers creative problem-solving backed by deep technical and operational expertise.

The world's top personal & home care product manufacturers trust our innovative engineering, converting, and manufacturing solutions to improve their products and get them to market ahead of the competition. Contact Web Industries at [+1 508.573.7979](tel:+1508.573.7979) or sales@webindustries.com to learn more.

