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Aerospace Case Study
Labor Cost Savings

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DOCUMENTED COST SAVINGS: \$40,000.00**PRODUCT CATEGORY: Labor Cost Savings**

CUSTOMER PROFILE

This aerospace manufacturer has partnered with Stellar Industrial Supply for over three years. The company runs a high-paced production environment with critical needs around abrasives, janitorial supplies, and PPE.

THE OPPORTUNITY

Based on on-site observations, the Stellar Industrial team identified opportunities to streamline the customer's ordering process through automation. By introducing a Vendor Managed Inventory (VMI) program, the team was able to take the inventory review and ordering process off the customer's plate. Weekly on-site scanning and replenishment began with abrasives and later expanded to other product categories.

SOLUTION

Stellar's VMI program took over the inventory management and ordering process. As a result, the employee previously responsible for purchasing was reassigned to another role in the company, allowing them to increase internal productivity and reduce administrative overhead.

RESULT

The repurposing of the employee resulted in \$40,000 in annual documented cost savings, based on the labor cost value provided by the customer. This program is ongoing, with Stellar continuing to manage inventory across multiple categories and provide consistent value through labor optimization.

"Our VMI solution was built around one goal: supporting our customer's bottom line through automation. By implementing a VMI program, we reduced their overhead, by freeing up their internal resource which delivered over \$40,000 in annual savings. We were able to use this win to leverage our position for additional inventory needs. This further deepened our partnership, a win that truly supports our Stellar culture! This success proves that when we focus on our customer's profitability, everyone wins."

- Deborah Voll, Stellar Account Relationship Manager



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Labor Cost Savings**Tacoma - HQ**

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