

CASE STUDY

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Powers and Sons identifies i-Supply™ Service as Internet-based Supply Chain Management tool of choice

Situation: Powers and Sons manufactures extremely high-quality steering linkage components – including pitman arm, idler arm and tie rod end assemblies – for passenger cars, and light, medium and heavy duty trucks. Powers and Sons’ commitment to quality has earned the company QS-9000 certification. While primarily known for the design, manufacture and testing of high-quality O.E.M. steering components, Powers and Sons also services the aftermarket.

Powers and Sons is located in Montpelier, Ohio, and has an additional facility in Juarez, Mexico. The company is a division of Letts Industries, a corporation engaged in metal part fabrication, warehousing, distribution and capital equipment sales.

Powers & Sons’ supply base was not consistently shipping to schedule. Despite the best follow-up efforts, the company was constantly engaged in putting out fires and not knowing where the next individual part shortage problem would occur. The company made the decision to implement lean manufacturing throughout the entire operation and identified the need for better supplier performance to support a lean environment. The company’s inventory was in line with its objectives; however, Powers and Sons’ felt better systems and supplier performance could lead to improved long-term goals for turnover.



Since implementing the i-Supply Service, Powers and Sons has experienced a decrease in overall inventory levels, and has been able to identify and prevent shortages.

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Solution: i-Supply™ Service. Powers and Sons had identified the values associated with Internet-based Supply Chain Management through reading articles in various trade publications, and information provided by professional organizations, including the National Association of Purchasing Management (NAPM), and through direct feedback from customers.

The company wanted a flexible, secure tool which would not only protect information but also allow for inventory information to be visible to select suppliers. Powers and Sons' materials management staff found SupplySolution at a trade show, and it was apparent that i-Supply was the perfect tool. i-Supply offered an immediate solution.

Results: Since implementation, the company has experienced the following improvements:

- Decrease in overall inventory level
- Improvement in delivery
- Ability to easily identify shortages and proactively prevent them
- High adoption rate among supplier companies
- Reduction in minimums and maximums to provide inventory reduction while maintaining performance