



Automotive Case Study

Prominent Automotive Operation

Two sister JOEM manufacturing facilities utilize Henkel Chemical Management (HCM). These programs were successfully launched in 1998 & 2006 and are located geographically in the U.S. HCM provides integrated supply chain management, process engineering and several environmental support activities that include; customized constituent reporting, MSDS management, new product approval EHS processes, and customized VOC environmental reporting. Henkel procures products, tracks key usage & performance metrics and supports the plant with technical and chemical expertise. Through these initiatives significant cost savings projects have been identified and implemented. HCM supports all activities with first rate on-site customer service and technical expertise.

Due to the many successes at these two locations, Henkel is working with the customer to implement our program at other strategic corporate locations.

SKU's Managed – 1285

Product Spend - \$5+M

Product Support – Direct & Indirect

Program Highlights:

- ✚ Automated Centralized IT systems – Real Time Information
- ✚ Logistics – Transportation Consolidation & Expediting Minimization
- ✚ Transaction Reductions – Monthly Consolidated Invoicing
- ✚ Price Protection – Centralized Purchasing – Leveraged Pricing
- ✚ Waste Reduction – Shelf Life Management
- ✚ Administration - Chemical Approval & MSDS Processes
- ✚ Customer Manpower Redeployment – 3-4 heads
- ✚ Waste Reduction – Usage Optimization – Container Right Sizing
- ✚ Supplier Management and Evaluations
- ✚ Chemical Auditing and ISO Audit Support
- ✚ Process Improvement – Standardization & Best Practices
- ✚ Customized Usage Reporting – By Department, Requestor, etc.
- ✚ Customer Specific Environmental Reporting
- ✚ Year over Year Cost Saving Initiatives – Project Management – Total Accumulative Savings exceed \$7,500,000

“Reducing Customer Complexity, Waste & Total Operating Cost”