



wieland
concast



Seamless
Process
Modernization



Problem
Solving



Data-Driven
Insights

Helping a Leading Copper Alloy Supplier Stop Profit Leaks

A data-driven approach to managing free freight policy quickly improves financial performance

CHALLENGE

Weiland Concast knew that inefficiencies in their supply chain were hurting their bottom line, but their 3PL partner could not provide the expertise or level of data necessary to find profit leaks, manage costs and freight policies intelligently, or help automate processes.

KDL Approach

KDL did a deep dive on site at both Wieland Concast plants and implemented benchmarking on a variety of key measures to identify priorities for improvement. We began the process of modernizing the manual billing system, but immediately focused on outdated free freight policies as a key source of profit leakage. Dramatically improved data helped guide a detailed program to carefully bring all customers in line with market-based freight policies, eliminating unnecessary losses while improving customer communication. The next phases of integration and automation improvement are underway and the benefits of those developments are just beginning.

RESULTS

Though still in the early stages, Wieland Concast is seeing tangible benefits from the freight policy program both in terms of eliminating profit leakage and reinforcing the company's reputation as a fair partner. The increased sophistication of the data and reports available has improved the Operations team's ability to drive key metrics and have an impact on the business

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I was concerned about the demands of switching 3PLs, but can't say enough good about the transition to KDL. Their team was on-site, visible and responsive- it couldn't have gone smoother. The free freight program has quickly shown significant cost savings that used to be profit bleed. We are just scratching the surface of what we can do, and are looking to KDL to tie systems together and automate our processes.”

People Drive Logistics

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