

## Improving your Supply Chain just got easier.

*We know what it takes.*

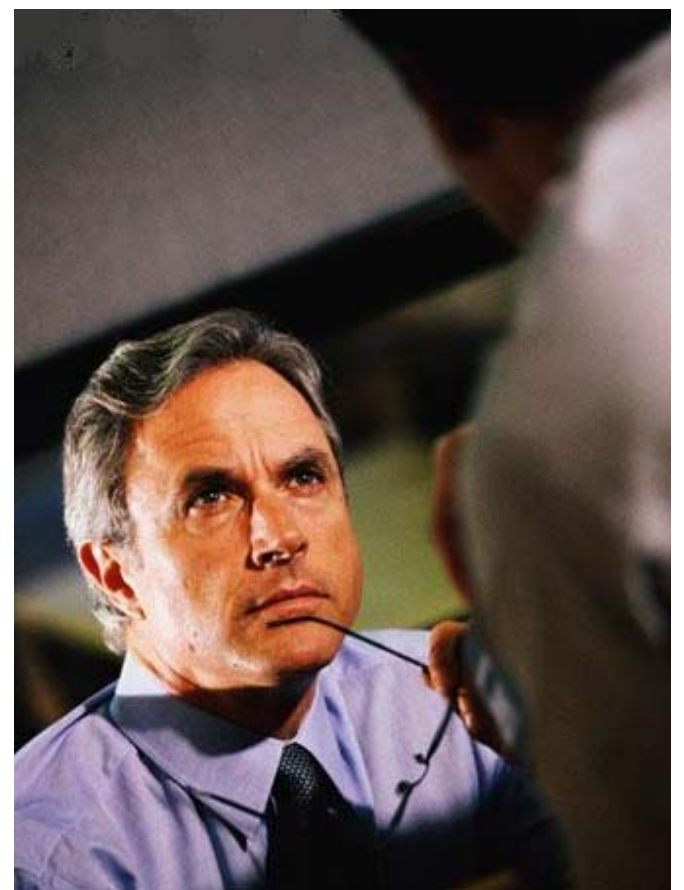


Seber Logistics Consulting, Inc. has helped clients improve profitability for more than two decades by implementing proven best practice supply chain solutions. Our seasoned consultants develop customized strategies and tactics that leverage the power of the **SLC Benchmark Data Base™**.

Our services encompass the full spectrum of global supply chain activities from corporate management to daily operations. SLC's specialists help clients apply high value capabilities that deliver tangible cost and service improvements.

# About the Firm

SEBER LOGISTICS  
CONSULTING, INC.



75% of our business is generated from long-term client partnerships with leading FORTUNE 500 companies. Our clients include best practice innovators who have established superior supply chain capabilities that outperform their competition.

We have enabled our clients to achieve dominant positions in their categories by enhancing their value chains and integrating operations with business plans.

# Clients



## OUR DISTINGUISHED CLIENTS INCLUDE:

3M  
Abbott  
ACCO  
Acuity  
Alberto Culver  
Alcoa  
Anchor Foods  
Andrew Jergens  
Apple Computer  
Avery Dennison  
Barilla America  
Bausch & Lomb  
Baxter Healthcare  
Bayer  
Becton Dickinson  
BIC  
Black & Decker  
Bristol-Myers Squibb  
Bush Brothers  
Cadbury Adams  
Campbell Soup  
Chesebrough-Pond's  
Church & Dwight  
Ciba Vision  
Clairol  
Clorox  
Colgate-Palmolive  
ConAgra  
Coty  
CVS  
Del Monte  
Diamond Foods  
Dole  
Eastman Kodak  
Eli Lilly  
Elizabeth Arden  
Energizer  
Estee Lauder  
Exel  
Ferrero USA, Inc.  
Fuji Photo Film  
General Mills  
Georgia Pacific  
Gerber  
Gillette  
Glaxo SmithKline  
GNC  
Gucci  
H. J. Heinz  
Henkel (Dial)  
Hershey  
Hewlett-Packard  
Hill's Pet Nutrition  
Hoffmann-La Roche  
J.M. Smucker  
Johnson & Johnson  
Johnsonville Sausage  
Kellogg  
Kraft Foods  
L'Oreal  
Land O' Lakes  
Lifescan  
Logitech  
M&M Mars  
Malt-O-Meal  
Martin Brower  
Mary Kay Cosmetics  
Maybelline  
McCormick Foods  
Mead Johnson  
Merck  
Method Products  
Moen  
Mott's  
Nestlé  
Neutrogena  
Newell  
Norelco  
Novartis  
Ocean Spray  
Osram Sylvania  
Otis Spunkmeyer  
Perrigo  
Pfizer  
Philip Morris  
Pinnacle Foods  
Playtex Products  
Polaroid  
Procter & Gamble  
Quaker Oats  
Rayovac  
Reckitt Benckiser  
Revlon  
Reynolds Consumer Products  
Rich Products  
S.C. Johnson  
Sandisk  
Sanford  
Sara Lee  
Schering-Plough  
Schick  
StanleyWorks  
TaTa Global Beverages  
Teknor Apex  
Uncle Ben's  
Unilever  
US Oncology  
Vistakon  
Welch's  
White Wave Foods  
Wrigley's  
Wyeth  
Xerox  
Zwilling J. A. Henckels



## **SLC'S SERVICES INCLUDE:**

### **Developing & Integrating Strategies**

- Supply Chain Strategic Planning
- Post Acquisition & Merger Integration
- Network Analysis & Modeling
- Key Performance Benchmarking & Share Groups
- Balanced Scorecards / Dashboards
- Organization Effectiveness & Alignment

### **Strengthening Customer Relationship Management**

- Order to Cash Best Practices Implementation
- Service Level Differentiation
- Customer Interface Benchmarking
- Cost to Serve
- Value Added Services
- Go-to-Market Strategies

### **Increasing Supply Chain Value & Efficiency**

- Value Chain Optimization & Process Reviews
- Sales & Operations Planning
- Demand Planning & Inventory Strategies
- Strategic Sourcing
- Supplier Relations
- Training (Six Sigma, SPC implementation)

### **Driving Manufacturing Savings**

- Lean Manufacturing
- Customization Benchmarking
- Display & Pack-out Operations Improvement
- Layout Design & Optimization
- Systems & Technology Application
- Contract Manufacturing & Outsourcing

### **Enhancing Fulfillment Operations**

- Operations Audits
- Warehouse Best Practices Implementation
- Labor Utilization & Productivity
- Layout & Material Handling Optimization
- WMS Requirements & Evaluations
- Returns & Unsaleables Management
- 3PL RFP & Selection
- Postponement & Product Customization

### **Improving Delivery Effectiveness**

- Transportation Best Practices Implementation
- Rate Benchmarking
- Carrier Qualifications & Selection
- Shipments Planning / Carrier Assignment
- Freight Bill Processing & Reporting
- DSD & Alternative Delivery Services
- Rate & Service Negotiation / Bids
- Reverse Logistics



An acknowledged, results-driven leader in supply chain consulting, we are noted for our ability to create innovative solutions for winning and defending market leadership. SLC applies a multi-disciplined approach for resolving issues and managing change.

The **SLC Benchmark Data Base™**, comprised of extensive supply chain best practices, provides a solid foundation for quickly identifying and implementing highly effective, pragmatic solutions. This powerful knowledge base has been developed through 20 years of supply chain consulting projects with leading, best-in-class companies representing a broad spectrum of products, channels and industries. Our partnerships consistently yield successful results.

# Results



## TYPICAL ASSIGNMENTS INCLUDE:

### Developing & Integrating Strategies

- developed and implemented a supply chain strategic plan for a leading grocery products manufacturer
- post-acquisition integration of customer service and distribution for a major consumer products company
- modeled and optimized distribution networks for numerous companies in a broad base of industries

### Strengthening Customer Relationship Management

- conducted a best practices assessment of order to cash process, cost to serve, and pricing/service strategies for a global confectionery company
- performed a competitive evaluation of customer pick-up program for a leading healthcare products company
- guided CPG companies in structuring competitive bracket-pricing and logistics efficiency programs
- conduct annual customer interface benchmark study that evaluates performance, policies, practices, and programs

### Increasing Supply Chain Value & Efficiency

- integrated Value Chain activities and optimized organizational responsibilities
- reengineered demand and supply processes to reduce inventory and improve product supply reliability
- developed an optimized global sourcing and conversion strategy for agricultural products

### Driving Manufacturing Savings

- applied lean principles to pack out and assembly operations to reduce cycle time and increase productivity and yield
- streamlined manufacturing and distribution facility layouts, to improve the flow of materials, and reduce costs
- developed make vs. buy analysis tool to facilitate lowest cost sourcing and production options

### Enhancing Fulfillment Operations

- executed numerous RFP's to select 3PL warehouses
- guided negotiations for a performance-based, gain-sharing contract between a 3PL provider and our client
- conducted warehouse best practices assessments that improved costs, efficiency, product flow, and layout
- evaluated 3rd party warehouse rates, service capabilities, and performance for specific markets

### Improving Delivery Effectiveness

- conducted transportation best practices assessments that improved costs, shipments planning and capacity
- designed a temperature controlled delivery service network that enhanced product quality to the customer
- evaluated customer pick-up rates, policies and practices to develop an effective and competitive program for our client
- created an outsourced Direct Store Delivery network to meet new product delivery requirements



**S**eber **L**ogistics **C**onsulting, Inc. is a diverse team of professional strategists, tacticians, analysts and implementers: all uniquely creative in thought and execution. SLC consultants succeed because they bring clients an unparalleled blend of pragmatic experience and sound judgment, as well as comprehensive industrial, functional and consulting expertise.

# Our Consultants



Our consultants' extensive management experience includes:

- Customer Service
- Demand Planning
- Export / Import Operations
- Facilities Planning
- Financial Analysis
- Global Sourcing
- Industrial Engineering
- Information Systems
- Inventory Control
- Logistics Planning
- Manufacturing Management
- Materials Management
- Network Analysis
- Operations Engineering
- Packaging
- Production Planning
- Procurement
- Quality Management
- Transportation
- Vendor Certification
- Warehousing

**CERTIFIED MANAGEMENT CONSULTANTS** by the [INSTITUTE OF MANAGEMENT CONSULTANTS](#)

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