

50% more turnover and higher quality of deliveries

Galvano is 'at home in bathrooms'. A wholesaler with an extensive range of 60,000 items covering bathroom fittings, tiles, heating equipment and installation materials. 17,500 of these items are available directly from stock. Galvano offers its clients a dynamic range of stock products within a logistics system that specialises in bathrooms. And Slim4 has been providing the right environment for this for 10 years. René Voss, Logistics Manager at Galvano, explains how the system helps to conduct business operations even more effectively.

Galvano: "Slim4 is a precondition for higher productivity"

"Approximately ten years ago we were in a position in which our stock was out of balance. There were clearly excessive quantities of some articles, and at the same time we were frequently making errors. The quality of deliveries and the stock turn had to be increased" says Voss. It quickly became clear that we were lacking the tools that would enable us to control the inventory in a professional manner. Then we linked Slim4 to our ERP system. Voss: "The current quality of delivery is a tool that you can use for control. You can choose: how do we want it, how does the supplier do it and how does Galvano respond to this. It has just become very much easier to control."

According to Voss, working with Slim4 has gone very well since the beginning. The service level has clearly improved in the last 10 years. This is partially because the stock parameters are determined dynamically, so the planners no longer have to think about this. That the clients notice the results of it is

clearly visible at Galvano. Voss: "In 2003 we were named supplier of the year by the Baderie chain. We are always the top scorer in customer surveys." This is not due directly to the fast and reliable deliveries; according to him you cannot make any differentiation between these nowadays. Voss: "We have developed a total bathroom logistics system and this is where you can very emphatically make the differentiation. Slim4 is an important precondition for this."

Galvano has seen turnover increase by 50% during the ten years that it has been working with Slim4, without stock increasing to the same degree. Voss: "We did not have to employ any extra staff, the productivity has just increased. It has become easier and you can spread your energy more efficiently. You used to be more involved with what and how much to order, but now it is much more about forecasting and control, in order to maintain your high quality level."

According to Voss the contact with Slimstock is very good. "Very informal, you are given effective assistance immediately. Slim4 is very easy to learn. I found it all very logical, the way it was all put together."

Voss believes Slim4 to be one of the best systems he knows for forecasting. "In large ERP systems, everyone is often linked to one large database with all kinds of bells and whistles that are not relevant to anyone. You frequently have a great deal of choice of formulas and methods, but the disadvantage comes when you have to make a decision. This requires people to have a great deal of statistical knowledge, and that is not what we want."

With Slim4 you have a tool at your disposal, designed specifically to manage your inventory. The forecasting section regulates itself, and only requests advice when unusual things happen. Our people know about what happens in the field. Slim4 takes care of the rest.