

# Teak & Garden continues to grow

Teak & Garden is one of the largest suppliers of garden furniture in Europe. It supplies garden furniture made of teak, RVS and wickerwork, among others. Because of the company's years of experience the Teak & Garden collection guarantees first-rate quality and ensures years of trouble-free use. Because Teak & Garden runs the stock-keeping function for its dealer network, a strong stock position is a must. After acquiring the company three years ago, Nick Wesselman came to the conclusion that too much stock was being held, and yet there were often stock shortages of certain products. Wesselman realised the importance of obtaining a good inventory management system.



*“Slim4 simplifies inventory management”*

One of the major challenges for Nick Wesselman, General Director of Teak & Garden, was making the stock keeping more transparent and easier to manage. Thanks to Slim4 from Slimstock he achieved both of these goals in less than a year. The benefits of the add-on extend even further; considerable savings have also been made in the purchasing process.

Wesselman: “In our market it is very important to be able to deliver products on time. People are often prepared to wait up to three months for furniture for their home, but that is certainly not the case for our products. Our customers want to be able to take their teak garden furniture home with them immediately.

For this reason a precise and accurate stock control system is essential for Teak & Garden. The products are mainly purchased in Asia, making the delivery time relatively long. Furthermore, the demand suffers sizeable seasonal

peaks and there are irregular sales patterns. To be able to serve this rather erratic market to the optimum, we chose the Slim4 system from Slimstock.”

#### **Considerably less stock**

The choice of improving the standard Exact environment with Slim4 has been a profitable exercise for Teak & Garden. The entire process has become clearer and can be managed much better. In addition, inventory levels have been reduced, while the performance level has remained the same. “In the past we held large quantities on stock just to be able to deliver. In spite of that we still had regular occurrences when the goods required were not in stock. Now, in a period of only four months, we achieved a reduction in stocks of approximately 30 percent”, explains Wesselman.

Because the information provided is accurate, Teak & Garden have also made improve-

ments to the purchasing process. Wesselman: “We can plan the purchasing better because Slim4 also provides advice on ordering. In this way we can complete shipments simply, our suppliers know what to expect and we can establish a good cash flow. In addition, if particular products or product groups must always have stock to cover the long lead times, the software warns us that action must be taken before stock gets too low. Furthermore, the time spent on purchasing has been shortened drastically. Where I was previously busy with the orders for large suppliers for a day and a half every week, I can now deal with all the orders in half a day.”

So it is also clear to the General Director: choosing Slim4 and choosing Slimstock has definitely been the right decision to support and enable growth in the coming years.