



INDUSTRY

# Consumer Products & Durable Goods

Lead Your Market with a Partner Who Understands Excellence

## Does your organization struggle with:

- Keep up with consumer demand and trends
- Constant supply chain disruptions
- Cost and growth pressures
- Prioritize the right growth strategy and goal alignment
- Build internal capabilities
- Employee turnover

## Leverage TBM's deep expertise in consumer products and durable goods manufacturing to:

- Define and operationalize a sourcing strategy to mitigate global supply chain risks
- Reduce defects, first pass yield, and rejects
- Shift from addressing maintenance issues to proactively avoiding them
- Optimize inventory stock and enhance cash flow
- Reduce turnover by finding and keeping good people

## Transforming Challenges into Opportunities. Optimizing Operations and Innovation in Consumer Products and CPG.

As consumer products and CPG (Consumer Packaged Goods) experts, we know how tough it can be to keep up with rising costs, shifting consumer demands, and the constant need to innovate. Our goal is to make your operations smoother, more efficient, and more effective. Whether improving quality, managing talent, optimizing assets, fine-tuning inventory, or strengthening supplier relationships, we work alongside you to turn these challenges into opportunities.

## Our consumer products and durable goods industry focus areas:

**Quality Improvement:** We focus on getting it right from design to production. We help you implement Quality Management Systems (QMS) and lean practices to reduce defects, ensure consistency, and maintain the quality that keeps your customers loyal.

**Talent and Labor Strategy:** We work with you to build flexible staffing strategies that will attract top talent and keep them engaged and motivated. By reducing turnover and boosting your company culture, we help you create a committed, productive, and ready team to drive your business forward.

**Asset Utilization:** We assist you in transitioning from reactive to preventive and predictive maintenance, shifting from merely addressing issues to proactively avoiding them. By incorporating maintenance early, leaders can design maintenance and training programs that enhance equipment effectiveness, availability, and overall equipment efficiency (OEE).

**Inventory Management:** Our inventory management solutions will help you navigate cyclical trends, seasonal fluctuations, or unpredictable consumer behavior. We focus on modeling to pinpoint the ideal safety stock levels, improving demand forecasting, and optimizing inventory turns to free up working capital, improve cash flow, and keep you ready to meet market needs at a moment's notice.

**Supplier Management:** We help you define and operationalize a sourcing strategy that mitigates global supply chain risk. Rising costs, availability, logistics, quality, and [packaging challenges](#) can all eat into your margins. We qualify and audit suppliers, manage relationships and performance, and implement targeted supplier improvements.

## About TBM Consulting Group

TBM is a global operations and supply chain consultancy with deep roots in operational improvement and lean manufacturing. Many of our consultants have worked in or with consumer durables, luxury goods, personal and household care manufacturers during the course of their careers. Our senior management consultants have 25+ years of hands-on experience in C-suite, operational leadership or continuous improvement roles.

### Consumer Products & Durable Goods Results

#### CONSUMER GRILLING PRODUCTS

##### Company Cuts Turnover in Half, Develops Better Recruiting and Stronger Employee Pipeline

- Engaged workforce and created labor management best practices for recruiting, hiring and onboarding, reducing turnover by 70%
- \$5 million gain in contribution margin achieved within three months
- Fill all job vacancies
- Boost weekly output from 125,000 units to 307,000 units
- Improve overall productivity by 40%
- Increase equipment uptime from 50% to 90%
- Proactively identify safety issues

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#### HOUSEHOLD PRODUCTS MANUFACTURER

##### Eliminates Seasonal Inventory Surges, Frees Up Over \$1 Million in Working Capital

- Inventory levels reduced by 72% from \$1.8 million to \$500,000
- Inventory turns doubled from 3 to 6 – and later improved to almost 11 / year
- Product line shifts halved from 2 to 1
- Fill rate maintained at 99.3

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#### SEALY MATTRESS

##### Improves Performance, Avoids Migration to Low-Cost Regions, Creates Competitive Advantage

- Total inventory reduced by 62% (a one-day reduction equates to about \$1.5 million in freed-up cash)
- 48-72 hour lead times vs competitors at 8-10 weeks
- Working capital reduced by \$1.5 million
- Implemented MDI (Managing for Daily Improvement) – supports culture change and ensures metrics alignment

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Our Extensive List of Consumer Products & Durable Goods Clients Includes:



## Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We accelerate operational performance to make you more agile and help you accelerate business performance 3–5x faster than your peers.



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