



About Independent Nail

- www.mazenails.com
- Established in 1915
- Nail manufacturer
- Purchased by Maze Nails in 1990

Challenges

- All packaging done by one vendor
- Packaging vendor closing doors
- Accuracy of labeling
- Quality checks
- Manual process

Goals

- Find new partner – quickly!
- Move process - quickly!
- Seamless transition
- Cost reduction

Approach Using CFS process+ methodology

- Analyze Independent Nail's needs & provide a roadmap for success
- Achieve Independent Nail's immediate goal of moving the process as quickly as possible
- Execute a long term solution via process automation using custom equipment
- Convert manual inventory and order tracking to a modern fulfillment system
- Implement a cycle of continuous improvement focused on increasing efficiency, verifying quality & reducing the cost per piece

Independent Nail reduces cost 24% with an automated packaging solution from CFS, Inc

Independent Nail faces worst case scenario

Independent Nail Company, located in Taunton MA, a manufacturer of vinyl siding nails was notified by their current packaging vendor that they would be closing within one month. This was an exclusive vendor used for packaging all nail products for retail sales.

CFS, Inc evaluated the current operation, handled in a small commercial building about the size of a two-car garage. There were five people packaging nails, a family of four - a mother, father, two daughters and a guy named Pete. The family of four had had enough, the parents wanted to retire and the daughters were in their twenties and wanted to do other things in life.

Independent Nail would provide nails in large pallet sized metal bins weighing up to 3,000 pounds each. The assembly team would use a fork truck to lift the 3000-pound metal tub and place it in the assembly area; then, using a standard garden rake, they would rake the large pile of nails by hand onto a very sturdy metal table.

The nails would then be packaged by hand into inner pack cartons. Inner pack carton weights varied from ¼ , 1, 5 lbs on the low end and up to 25, 40 & 50 lbs on the high end. Each assembly person had a small scale with a stack of flat boxes in front of them; they would snap open the box and place it on the scale with one hand and with the other hand they would grab a hand full of nails; they would pour the nails into the small box until it hit the desired weight. Weight accuracy was very important; the paperwork from Independent Nail would dictate the desired weight for each nail received with that shipment. It was possible to pack the same nail SKU into 3 different weight inner packs on a given day.

Each finished carton was labeled with a SKU specific point-of sale label, packed into master cartons with matching SKU specific master carton labels, and palletized. Finished product was delivered back to Independent Nail where it was staged for delivery to their retail partners. Independent Nail SLA required all orders be completed per due dates listed on their paperwork.

During the evaluation, CFS realized that there was no fulfillment or inventory management system involved, so the balance of the process was also manual. All inventory transactions were done via hand written paperwork and hand written BOL's. There were no quality checks throughout the process to ensure the nails, labels & weights being packed were correct.



Result

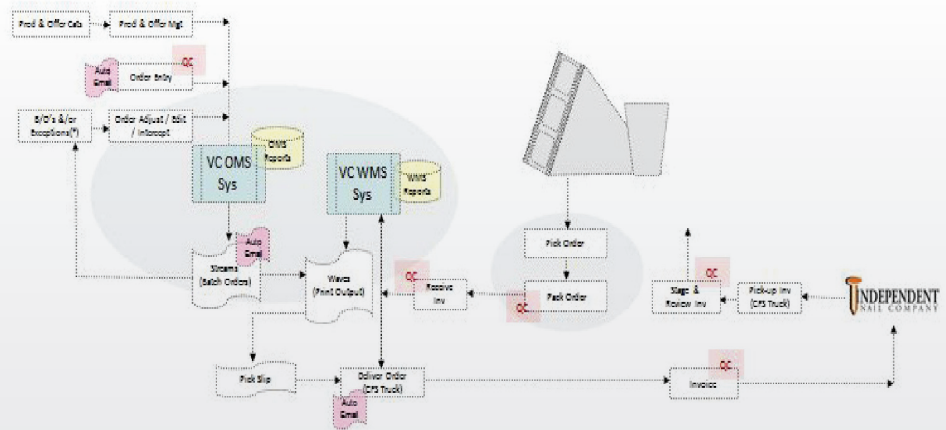
- 37% growth in first 3 years
- 100% on time SLA (per client due dates)
- 24% reduction in cost per piece

Solution In Action

Need a customized packaging solution?

Check out a video of the customized solution CFS created for Independent Nail here:

youtu.be/AzPKukmy2CY



A proprietary tool called CFSprocess+ provides both partners with a simple solution summary as well as a roadmap for process implementation and continuous improvement.

CFS comes through with an automated packaging solution

First, CFS knew the process, as well as the labor required to perform it, could be streamlined via automation. They partnered with a local packaging company and commissioned the creation of a custom nail packaging machine (see video link in left hand side bar).

Second, CFS received all Independent Nail inventory into their state of the art fulfillment system instantly providing on-line access to all work in progress and product history for over 2100 SKU's. In addition, the system replaced all hand written paperwork with detailed packing lists and BOL's. CFSprocess+ quality checks provided verification of incoming raw materials to ensure finished goods were accurate.

Third, not only did CFS invest in the equipment, but they brought Pete on board to run the process. His long-term knowledge of Independent Nail products, people, and process were invaluable to creating a quick and seamless transition.

The nail machine could easily be calibrated to meet the varying inner pack weight requirements. As time went on and Independent Nail grew, they increased the number of colors for their nails and added various screws to the inventory mix. This would not have been possible with their previous vendor.

This is another fine example of how CFS has the unique ability to create customized solutions for their clients. In this case, CFS was able to automate the process, increase accuracy, increase the capacity of throughput all while reducing turnaround time and cutting the cost per piece assembled.

For more information on how we can creating a customized solution for your business or organization call 508.285.2800 or visit cfsinc.com



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