

Meeting Customer Expectations in the New Digital Age

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velocity
CONNECT + ACCELERATE + INNOVATE

Agenda

- ▶ Who is Dixon Valve
- ▶ Business Drivers – Goals and/or Challenges
- ▶ How New Processes and Logility Addressed Business Drivers
- ▶ What's Next
- ▶ Q&A

Who We Are

- ▶ Premier manufacturer and supplier of hose couplings, valves, dry-disconnects, swivels, and other fluid transfer and control products
- ▶ Global reach includes a wide range of products for numerous industries
- ▶ Our goal is to create solutions that make products safer, leak-free, longer lasting, and always available



DIXON in NORTH AMERICA

- Albany, NY
- Atlanta, GA
- Chestertown, MD
- Chicago, IL
- Cleveland, OH
- Dallas, NC
- Houston, TX
- Kansas City, MO
- Los Angeles, CA
- Salt Lake City, UT
- Tampa, FL
- Warwick, RI
- Winchester, VA
- Pewaukee, WI
- Portland, OR



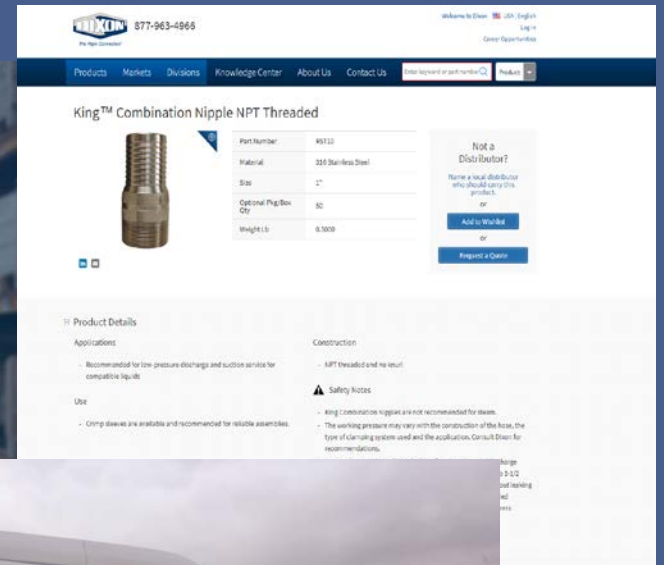
- Edmonton, Alberta, Canada
- Innisfil, Ontario, Canada
- Montreal, Quebec, Canada
- Winnipeg, Manitoba, Canada
- Monterrey, Mexico

LEGEND

- stocking warehouse
- manufacturing
- all of the above

Sales Channels

- ▶ Field Sales
- ▶ Website
- ▶ Catalog / Customer Service Center
- ▶ Retail Displays
- ▶ Distributor Network

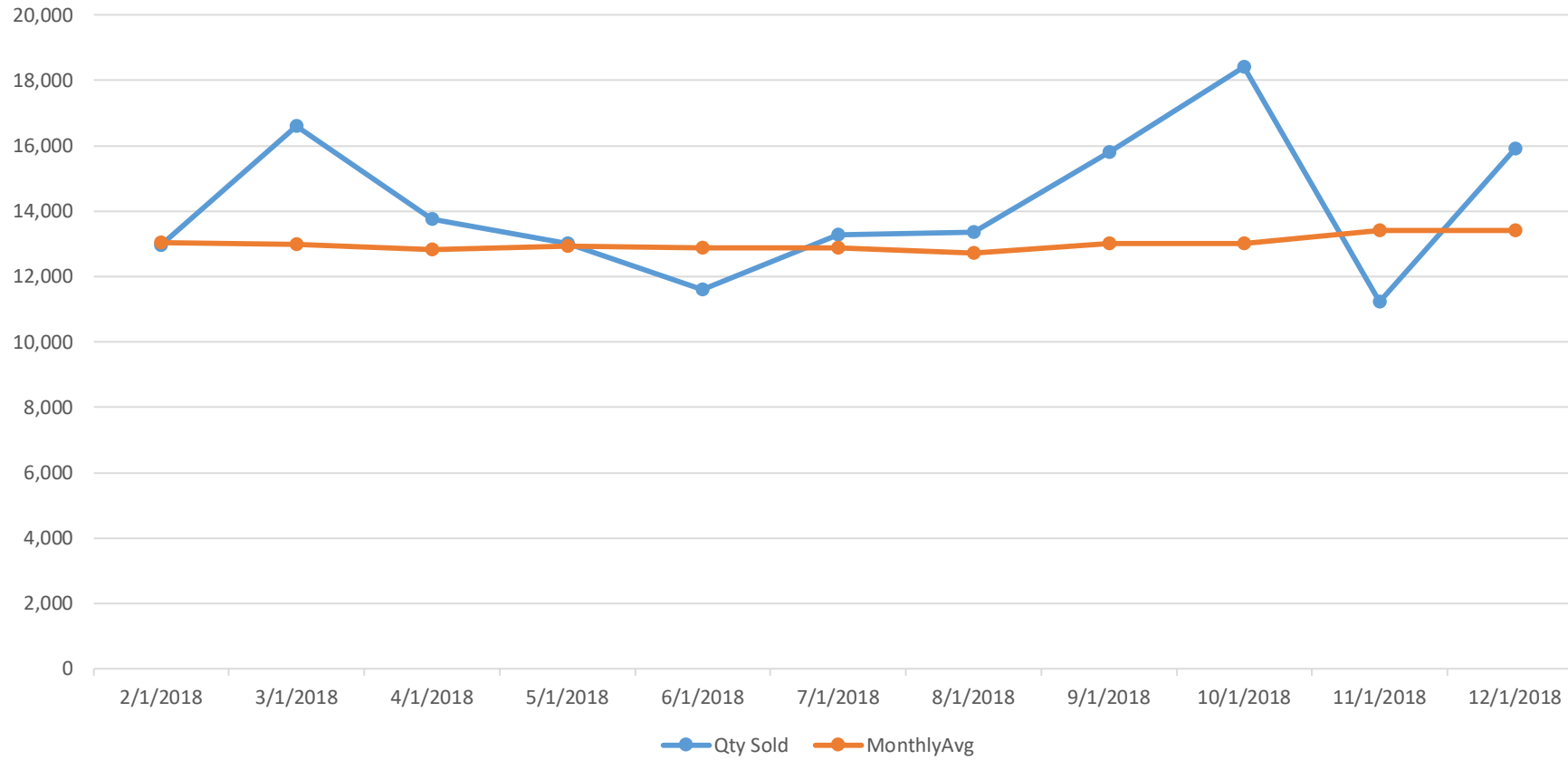


Business Drivers

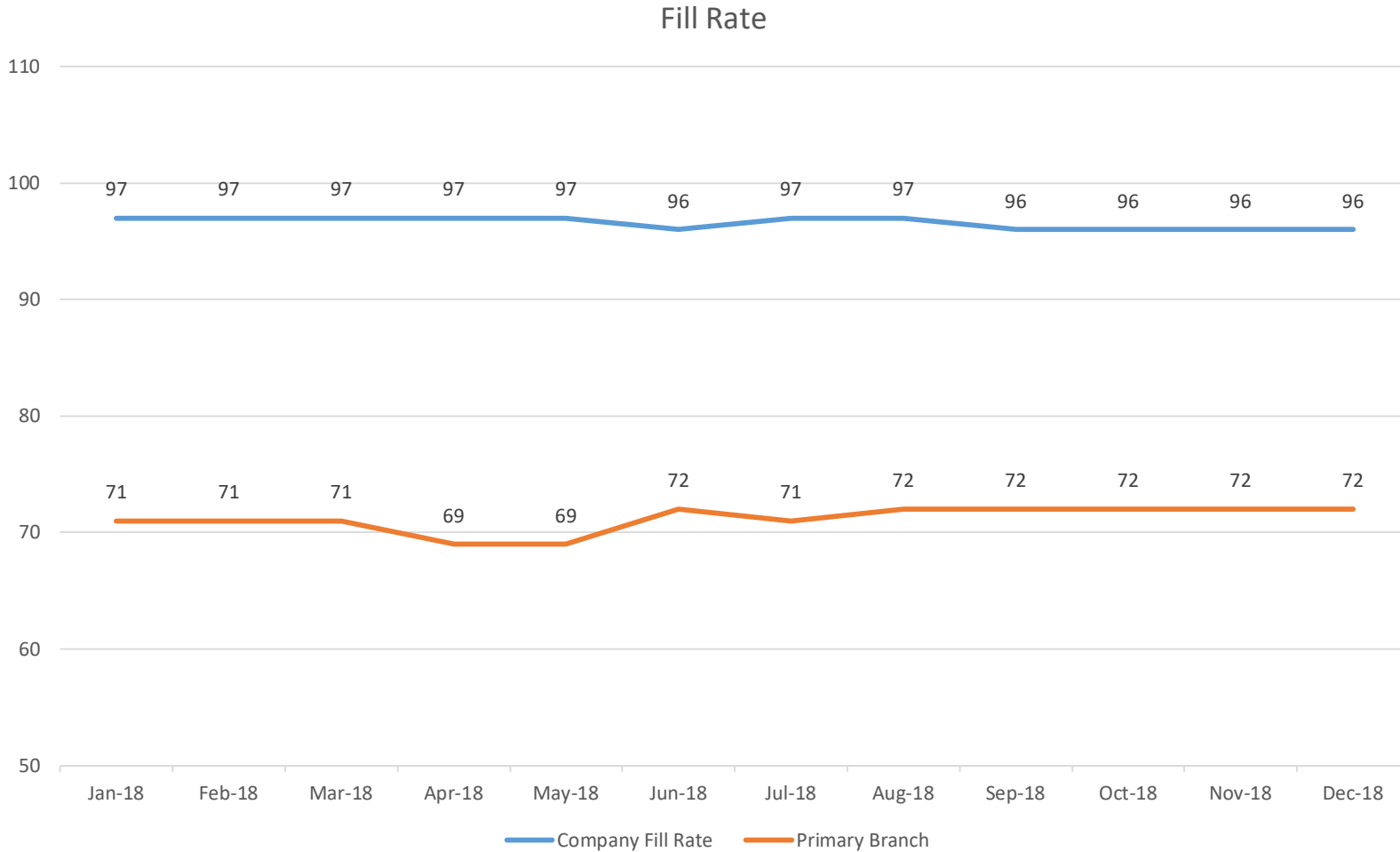
- ▶ Why were supply chain improvements a priority for your business?
 - Monthly Average vs. Actual Demand
 - Fill rate performance

- ▶ What were your corporate goals?
 - Make demand planning a strategic process
 - Get the right mix of inventory
 - Adopt common language and terminology
 - Establish a formal S&OP process

“Forecasting” Prior to Logility



Inventory Mix Prior to Logility

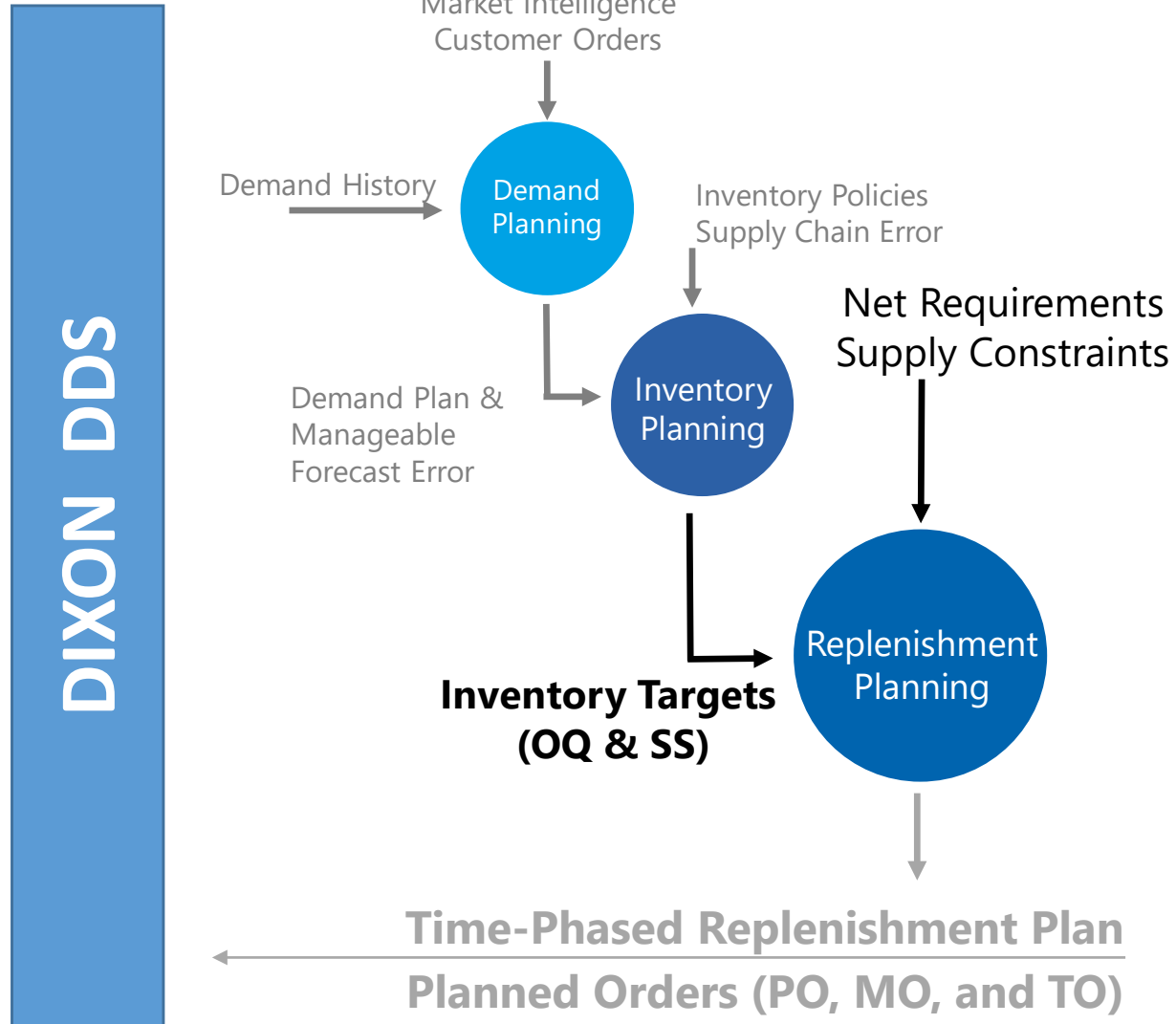


Inventory in the network



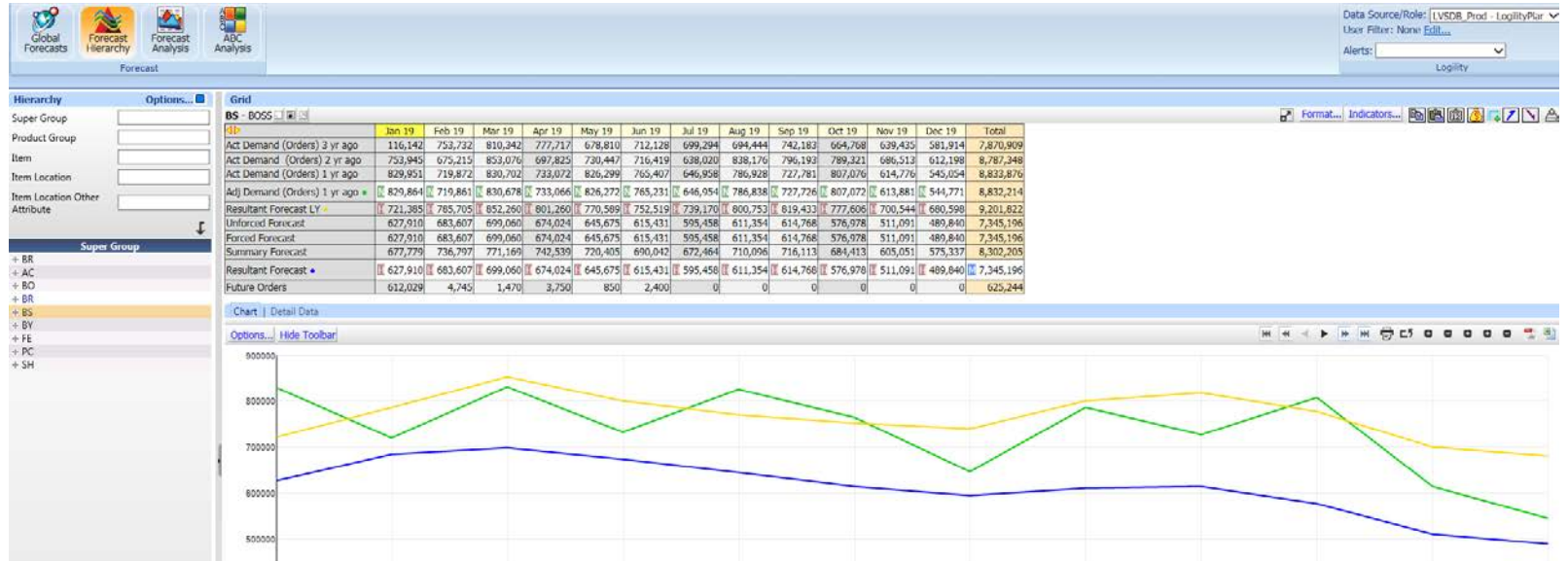
Clearly not at the right place

Replenishment Planning (RP)



Improved Demand Planning Process

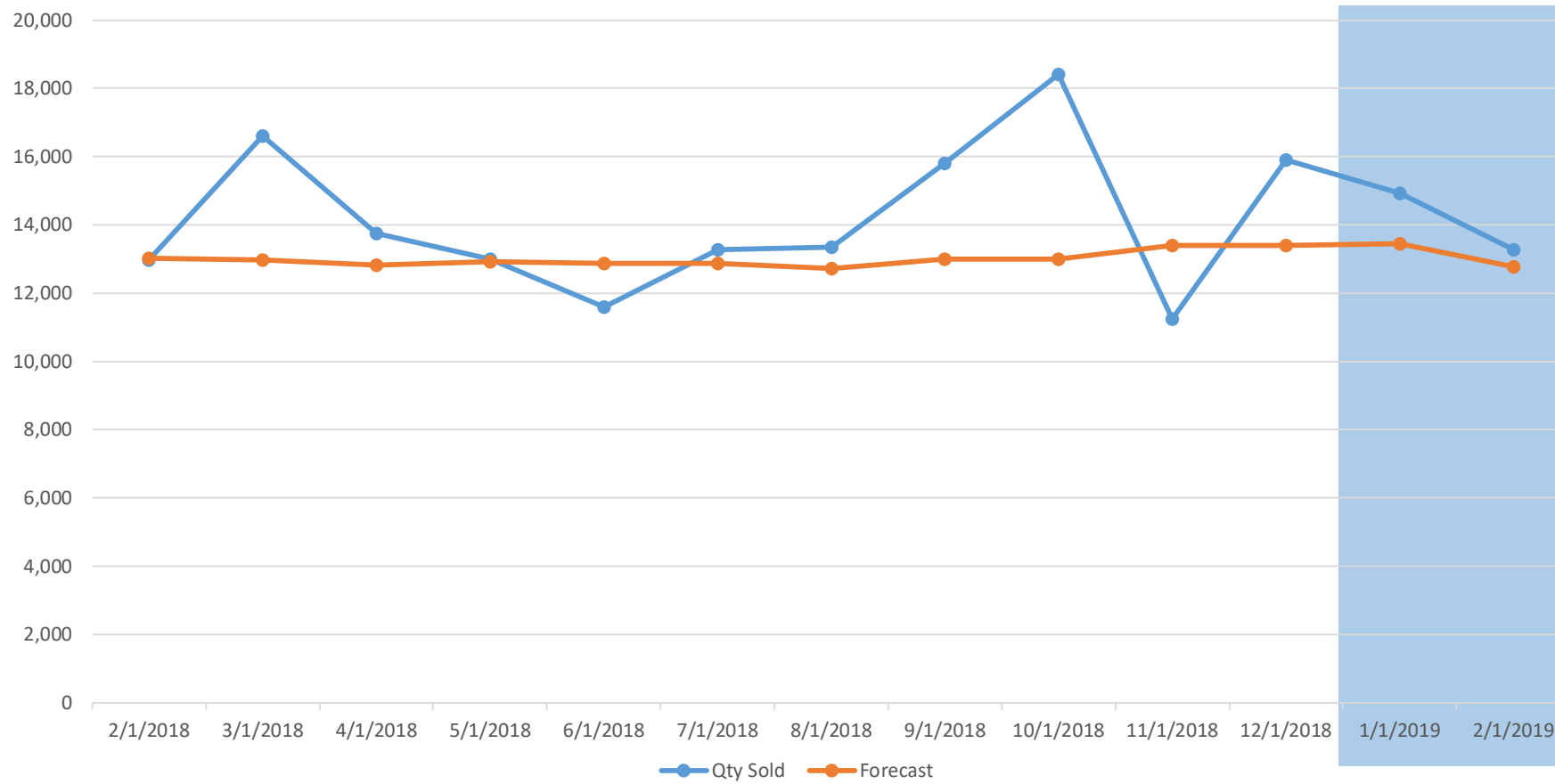
- ▶ Starting with a good forecast
- ▶ Business Process Calendar = key ingredient
- ▶ Exception based management



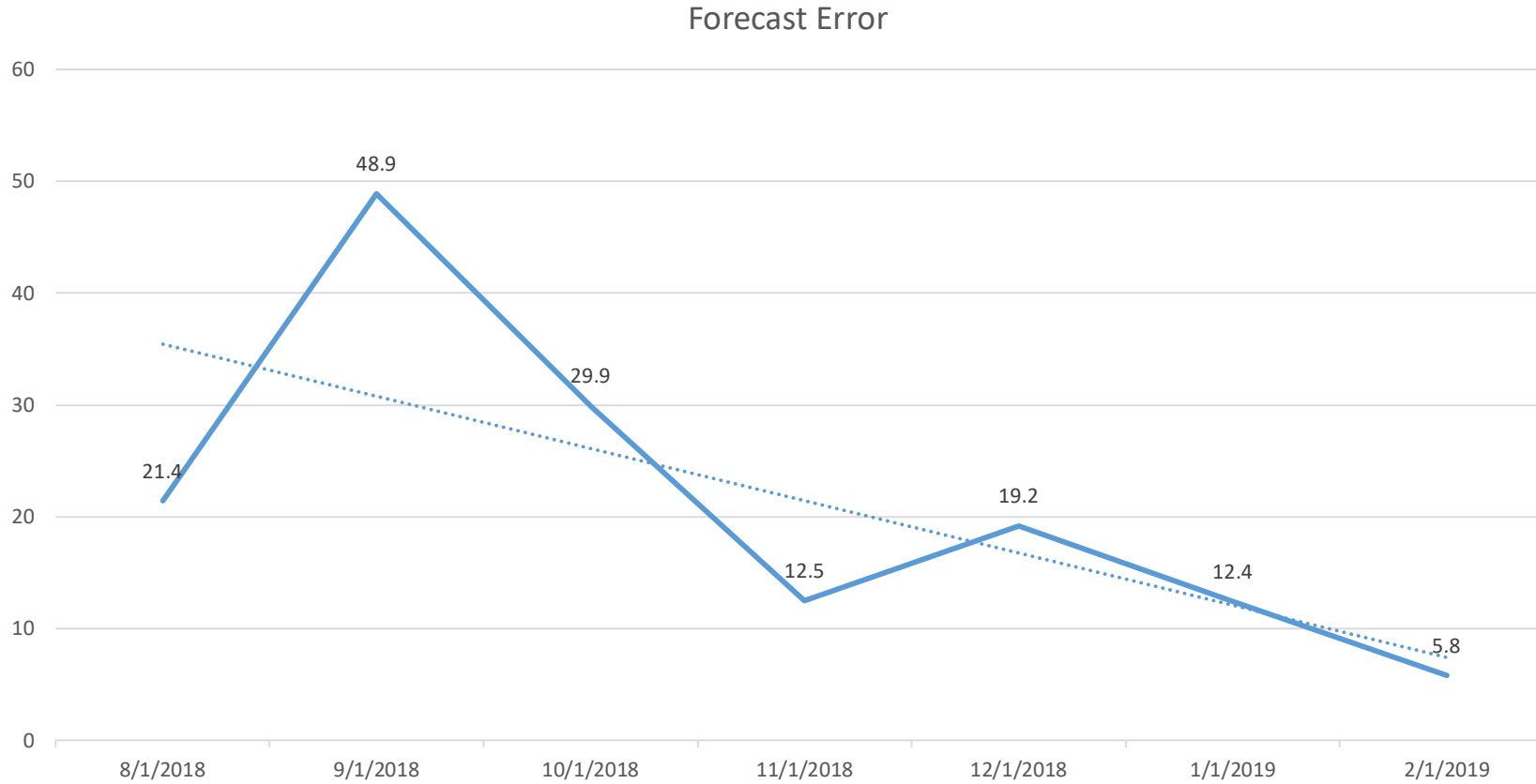
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 Approve/ Release Orders (Daily)	2 Process Month end	3 Review DP Monthly Alerts	4 Review DP Monthly Alerts	5 Tune Forecasts	6 Tune Forecasts	7
8 Review Action messages (daily)	9 Demand Reviews	10 Demand Reviews	11 Demand Reviews	12 Enter FC Overrides if needed	13 Enter FC Overrides if needed	14

Forecast Alerts - LVSD_B_Prod		
● Critical		142
● Warning		44
● Information		21
Total		207

Actual Demand Vs. Forecast

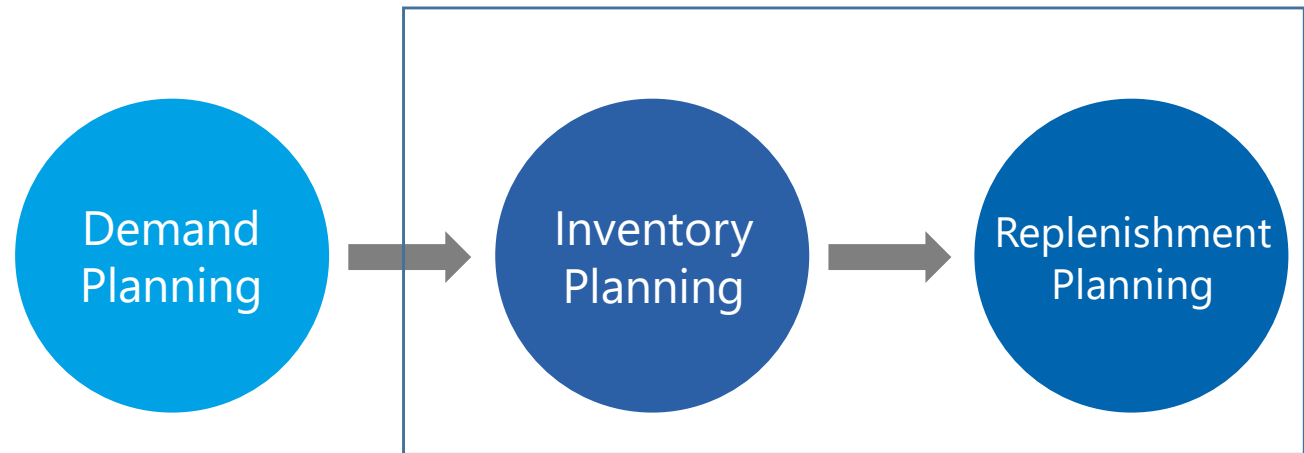


Improved Forecast Accuracy



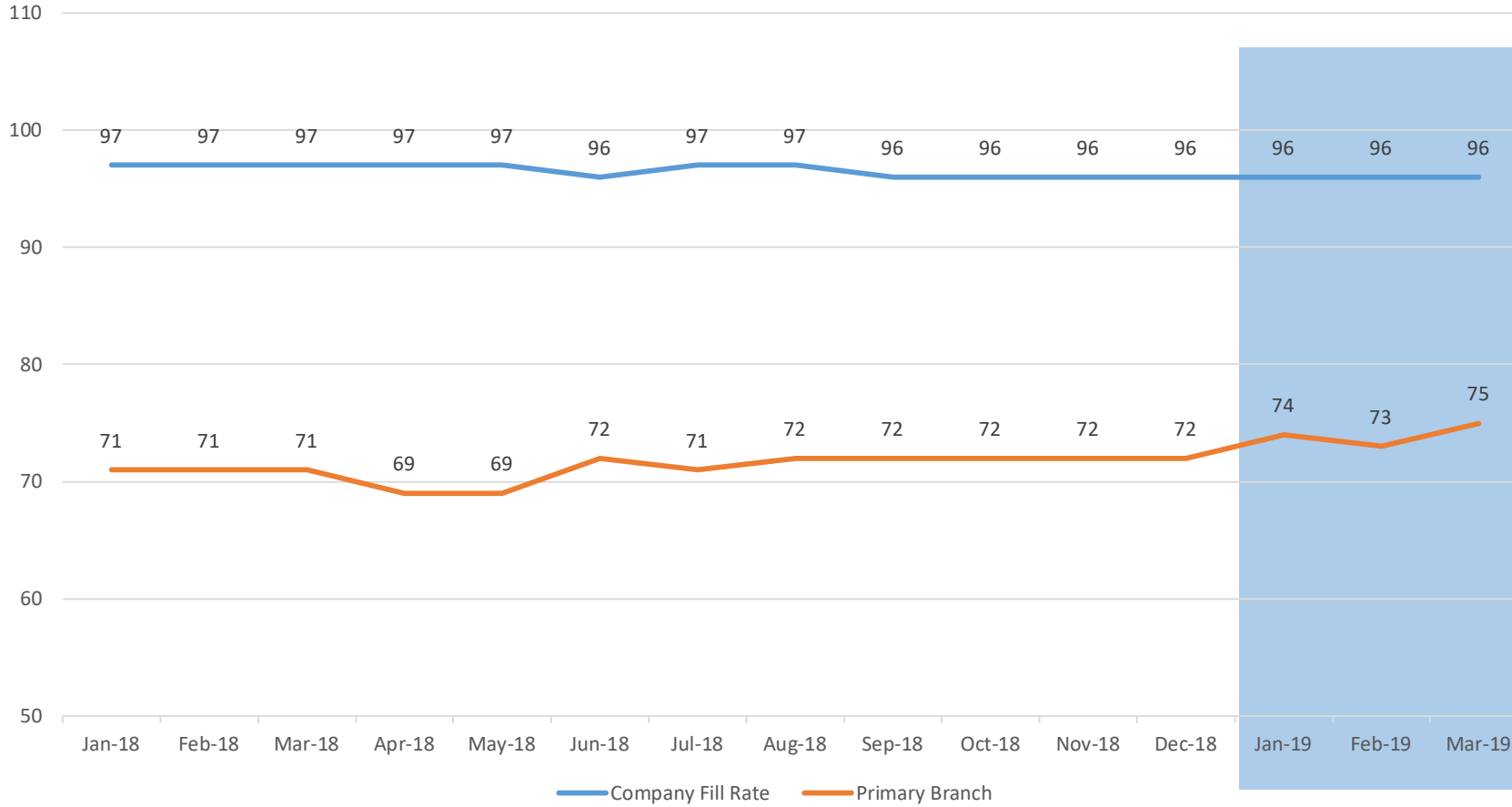
Solve for Inventory Mix

- ▶ Time-phased inventory policies
- ▶ Replenishment Planning



Right Product, Right Place, Right time

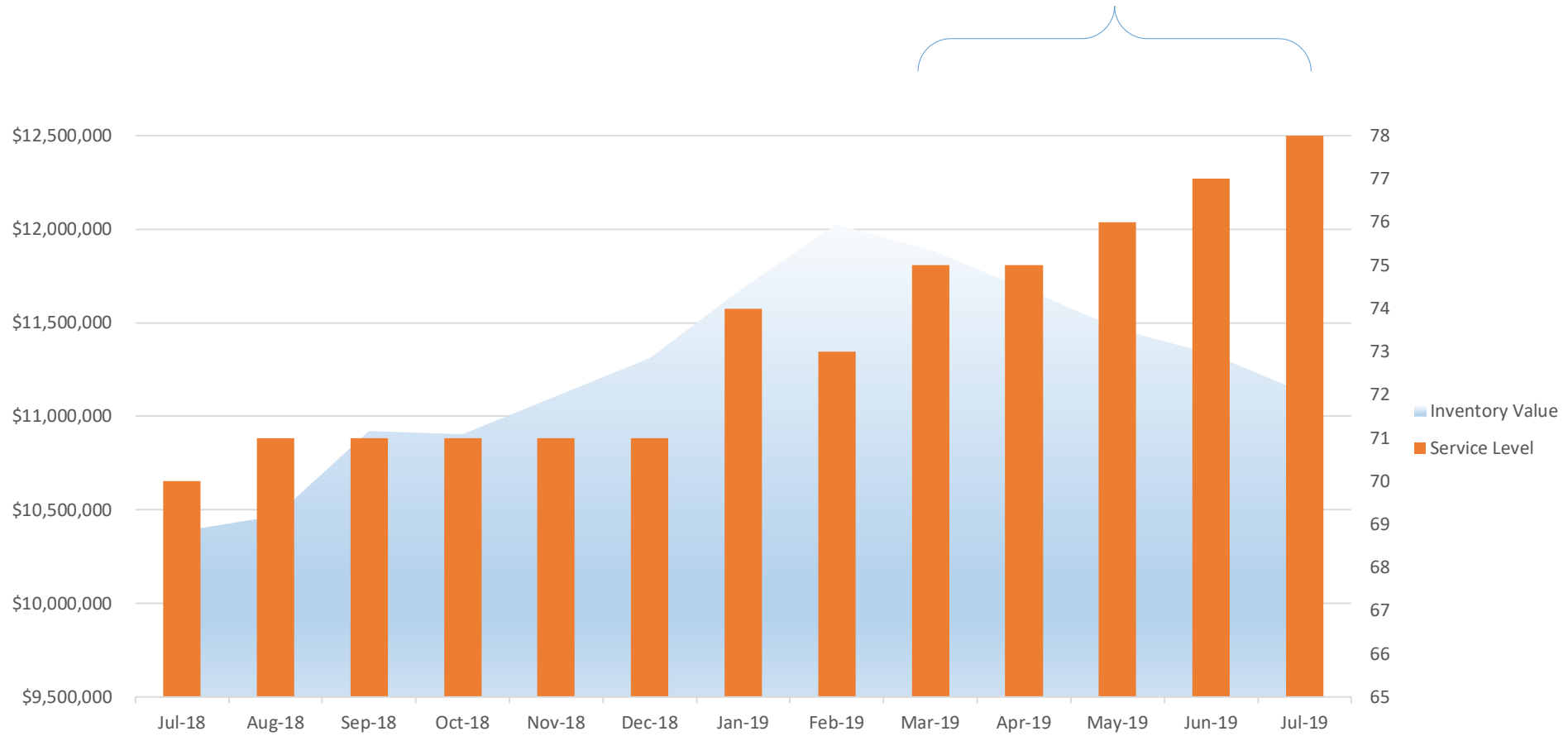
Improved Fill Rate Performance



Inventory in the network

Moving in the right Direction

Ability To Do More With Less



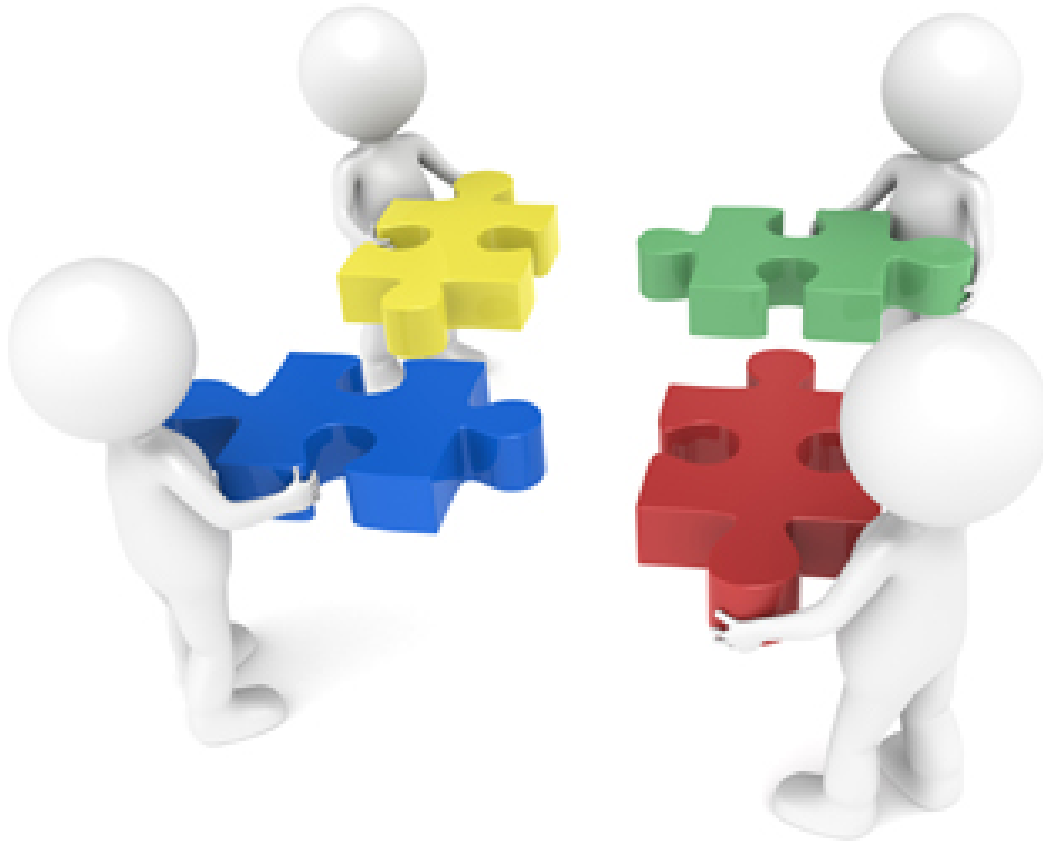
Lessons Learned

- ▶ Keep it simple
- ▶ Understand the systems capabilities



Unexpected Benefits

- ▶ Increased Collaboration
- ▶ Supply Chain Visibility



Future – What's Next

- ▶ Optimize Distribution Strategy
- ▶ Continue roll out to remaining six divisions
- ▶ Establish formal S&OP process





QUESTIONS?

THANK YOU

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