



JP GOULD

Metro

Case Study



“When customers would come to us with emergency printing needs, there was always a fear of not having enough of the right kind of stock, or of having to rush it to our floor from wherever. JP Gould Metro’s inventory management program ensures that we always have the paper we need... whenever we need it.”

Rep for a major New York-area commercial printer

Consignment Inventory Program Helps Commercial Printer Attract and Fulfill Rush Business

Situation

Stock shortages were causing deadline headaches for a major printer that was relying on mill inventories as well as their own stock. Critical production dates were impacted as the printer continued to deplete available supplies.

Challenge

Develop a flexible, reliable inventory replenishment system that would guarantee stock availability around the clock, especially for large rush orders.

Solution

The specialists at JP Gould Metro designed a comprehensive, vendor-managed consignment inventory program that filled in the gaps when unexpected or large jobs came in. By keeping selected inventory on the printer’s floor, the shop could be confident about fulfilling time-sensitive orders.

Outcome

The printer’s reps are now seeking our rush and high-priority business, knowing that stock is no longer an issue. In addition, because the printer can now access the consignment inventory 24x7, rush freight charges have been virtually eliminated. Since the shop is paying for the consignment paper as it’s used, customers can be billed immediately, greatly improving cash flow.

Contact Us

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