



## **WILTS** electrical wholesalers

### **Wilts Electrical Wholesalers**

Wilts and Nine Feet Tall worked together to initiate a programme of work to transform the Wilts supply chain. By focusing on improving procurement, stock management and logistics - the objectives of the programme were simple: to reduce working capital, reduce operating costs, increase operational effectiveness and increase sales.

Nine Feet Tall worked with the Wilts board to plan the programme, define the business case, initiate the work and hand the programme over for the Wilts management team to take forward.

*"Nine Feet Tall has helped us to focus our attention on vital areas of our business such as the reduction of operating costs, and in doing so we have definitely become more effective and streamlined. The advice we have received has been direct and invaluable, and they have worked closely and sensitively with us on all aspects of our business model."*

David Purdon  
**Wilts Managing Director**

### **Project Activities**

1. Definition of an Improvement Programme Plan to deliver purchasing excellence, demand and supply planning improvements, integrated distribution efficiencies and an increase in sales.
2. Documentation and board sign off for the business case
3. Setup and management of individual projects to deliver the programme
4. Coordination of a cost reduction programme across the central distribution centre
5. Delivery of progress updates to the board

*"Again, Nine Feet Tall team were exceptional. By working closely with the board and the wider Wilts team, the structure and rigour the team have brought to setting up the programme has put us in a great position to get our quick wins and realise real financial benefits."*

Kevin Burns  
**Wilts Sales and Commercial Director**