



Packaging development support for Bostik to deliver bottom line savings in materials and processes

Bostik is one of three worldwide business groups covering the Americas, Europe, Africa and Australia/Asia and has over 4,500 employees with production facilities and sales operations in 36 countries across six continents translating to one of the largest adhesive and sealant company's in the world today. Bostik is comprised of three unique divisions: Construction Distribution, Industrial Adhesives, and Nonwovens.

Business Challenge

Following a survey to confirm achievable savings James Ross Consulting were commissioned to undertake a two stage cost reduction exercise (over 6 months) within the UK operation.

How JRC Helped

Stage One involved development, trials and implementation of changes to industrial product packaging, to improve margin without affecting quality (actual or perceived). In addition, this stage was also used to develop and agree direction for more

significant, stage two savings on consumer products. These savings were based on reduction in material costs through re-design of components and on improvement in processing time / output. This involved the development, trials and implementation of changes to consumer products packaging as well as the development of new packing processes and investment in new machinery. Pack types included wallets, blister packs, cartons, tubes, plastic bottles, corrugated cases, labels and leaflets. Savings were based on re-engineering of primary and secondary pack formats, development of automated packing for wallet products, changes to secondary packaging formats and pallet loading.

Value Delivered

At the end of stage one the 20% target saving had been achieved. At the end of the second stage additional savings of over 23% had been achieved. In addition, the client had been able to introduce a more flexible sales unit for their wholesale customers.

About Bostik

Talk about a sticky situation! Bostik, a part of the chemicals operations of French oil giant TOTAL S.A., makes adhesives for a variety of industrial markets. The company produces adhesives used by OEMs, including makers of windows and doors, textiles, and packaging.

About James Ross Consulting

James Ross Consulting is a mid sized global manufacturing consulting, technical support and analytical services company, with offices established in the UK, USA and Australia. Their three competence groups, Cost Optimization, Technical Support and Analytical Services, develop a full spectrum of services and solutions that address business opportunities and challenges common across industries. See also www.jrconsulting.com.

Cost Optimization, Technical Support and Analytical Services