



Helping Esselte streamline packaging operations across multiple European manufacturing plants - delivering bottom line improvement

Esselte engaged James Ross Consulting for a project that covered their European manufacturing and supply chain operations. Working with the Procurement, Logistics, Operations and Marketing teams JRC conducted a cost savings survey at plants in Belgium, UK and Poland. From this survey we were able to identify significant scope for packaging cost savings across the product range. James Ross Consulting then deployed a team into the client plants to develop, test and implement change.

Business Challenge

Esselte were facing pressure from low cost, generic competition within the European office products / home stationery sector and needed to develop lower cost / more efficient packaging platforms across and appropriate to the product range. The challenge was to manage a large scale cost savings programme across multiple plants in several countries simultaneously.

How JRC Helped

The James Ross Consulting survey helped to identify short, medium and long term opportunities for change, in line with European market and brand requirements. We were then able to deploy resource to co-ordinate and implement change as quickly as possible.

Value Delivered

The project resulted in less packaging and packaging cost for core products, consolidated test methods and increased standardization across the European manufacturing base / business units. James Ross Consulting managed the projects in their entirety working across Esselte's multiple plants and their suppliers. Esselte benefitted from JRC's expertise in delivering cost saving projects autonomously meaning that their supply chain operations could remain focussed on their core activities.

About Esselte

Write it, print it, staple it, drop it in a folder, and store it in a filing cabinet -- Esselte is there for each step. With more than 30,000 products, the company is a leading manufacturer of office supplies worldwide. Esselte makes paper-based filing and document management items (files, binders, folders, covers), workspace products (staplers, letter trays), and computer accessories under the Esselte, Leitz, Oxford, Pendaflex, and Xyron brands.

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