

The client needed to forecast their customers' buying cycles in order to enhance inventory and increase their production runs, since production run changes caused downtime.



SITUATION

Minimize production downtime



GOAL

RINA

Food & Beverage Industry Case Study

SCENARIO #3

FOOD MANUFACTURING COMPANY
(CONDIMENTS)



ISSUES

- Needed to Enhance Inventory
- Increase Production Runs



SOLUTION

RINA suggested that the client analyze customers' historical buying patterns in order to forecast and tailor the production runs, reducing downtime.



RESULTS

The company's customers obtained products faster, which increased their satisfaction, and the business grew from \$25m to \$40m in three years.