

## BACKGROUND

LePages is a manufacturer and distributor based out of Toronto, Ontario. They specialize in office supplies such as tape, bubble wrap, mailing envelopes, etc. They are one of the largest manufacturers and distributors of these products in the US, with customers such as Wal-Mart, Office Depot and Family Dollar. Products are manufactured in China, Canada and the US.

## CHALLENGE

For more than 20 years, LePages operated their own Distribution Center in the Detroit area in a building owned by LePages staffed with LePages associates. Although this solution successfully met the needs of the company and their customers for many years, LePages' leadership identified several opportunities for improvement.

- The facility was too large for their needs presenting an opportunity for savings
- The space was not well-utilized creating inefficiencies in both storage and handling
- There was an opportunity to implement new technology to improve productivity, inventory management and shipping accuracy

LePages wanted to focus on their proven expertise in retail sales and customer service and needed a great logistics partner to focus on the distribution solutions.

## SOLUTION

LePages selected Evans Distribution Systems as their full-service logistics service provider. Relocating their D.C. from their own 300,000 square foot facility into 50,000 square feet in one of Evans' multi-client facilities, provided two immediate opportunities for savings. First, LePages was able to generate revenue by leasing out their owned facility and second, they now had a completely scalable real estate solution to support their seasonal retail business. In addition, Evans' third party logistics (3PL) solution provided improved technology with RF Scanning and a state-of-the-art Warehouse Management System (WMS), increased expertise in warehouse operations, and decreased risk and exposure. The new partnership has also enabled LePages to leverage Evans' complete transportation management and value-added packaging solutions resulting in even greater opportunities for increased savings and improved customer service.

## RESULTS

The root of the success has been true collaboration between LePages and Evans on every level. Ownership in both organizations are committed to the partnership and to working together to improve processes, develop people and leverage technology to achieve continuous improvement. The cultures of the two companies are well-aligned based on mutual respect and a commitment to quality. Results have been clear with improved inventory accuracy, improved inventory management, and decreased transportation cost with each company focused on what they do best and what each is most passionate about.

