

Case Study

Tetrosyl Ltd

Walmersley, Bury, Lancashire



Tetrosyl

Company Profile

Tetrosyl Ltd manufacture and distribute products in the care care, lubricants, refinishing and DIY markets. They have a reputation for innovation, creative new products and keen marketing.

With a programme of exciting new products supported by effective advertising and PR activity, Tetrosyl is continuously communicating the benefits of its brands to the consumer through press campaigns, motorsport, television, exhibitions and sponsorship.

Tetrosyl Ltd is the market leader in the UK with its Car Plan, Wonder and Carlube brands. It is a leading car care supplier to national DIY and grocery multiples as well as to traditional car care retail outlets.

Tetrosyl trades in over 75 countries worldwide and has subsidiaries in France, Portugal, Italy and Poland

The Project

As part of the TCP (Tetrosyl Change Programme) the company wished to train and develop its junior management team.

The CQM approach and the BTEC Professional Development Award in Supervisory Management complemented Tetrosyl Ltd's objectives for a structured programme of management development.

Tetrosyl Ltd have now completed three Junior Management Development Programmes with CQM and have trained in excess of their 30 supervisors, with diverse roles including: warehouse, production, stores, export, planning, sales, finance, maintenance, marketing, Product development and purchasing.

Key Achievements

Each team leader as part of the CQM Junior Management Development Programme had to complete an improvement project. These resulted in:

- Thinners filling department utilising machines and gaps in production increased throughput of 5 litre tins by 67%.
- Warehouse analysed usage of forklift trucks and made more savings on tyres of £3,000 a year. Tyres new changed on site within 1/2hr.
- Planning reduced unnecessary nil

- Marketing looked at producing aerosols in house which are currently filled in France, saving £126,000 a year.
- Finance reduced cost in monthly statements by using e-mail / fax and EDI saving £11,000 a year.
- Export packaging looked at customer complaints due to damage, investigated cause and came up with a solution saving £56,000 a year.
- Purchase ledger introduced Kaizen into the department, total savings £78,000 a year.

Savings in excess
Of £300,000



Each Lean Management Thinking programme that CQM Training & Consultancy (CQM) deliver is tailor made to ensure the greatest business benefit is gained by your company or organisation.

The programme will provide jargon-free help to your teams who will be 'challenged' to make significant improvements to their operations.

All the time, our experienced trainers will provide close support and help to keep your team on track.

Our carefully developed and successful formula works every time and will help you generate real savings. It involves giving your chosen team the problem of solving techniques that they will need and then coaching on your site to actually produce the savings and improvements.

The Lean Management Thinking programme is specifically designed so that upon completion your team will have acquired the knowledge to continually improve your processes and embed change.

Lean Programme Contents:

Our Lean Management Thinking programmes and consultancy support can be tailored to your specific needs, but typically it will cover:

- Leadership Style
- Lean Team Building
- Waste Elimination
- Process Improvement Tools
- Measuring Performance
- Project Presentation Skills
- Developing Lean Strategies
- Process Analysis
- Supply Chain Management
- Kaizen
- Added Value vs Added Cost
- Lean Time Management

During the last few years we have so far logged some £25.5 million of real savings for our clients. So confident are we that this process will succeed in helping you achieve financial savings and meaningful improvements, that we offer you a money back guarantee. If our specialists are not able to help your people identify and recommend savings, at least to the value of our fee, **we will refund the difference.**

Advantages of Lean

- Increase you profits
- Enhance productivity
- Improve quality
- Reduce waste and inefficiencies
- Reduce process times
- Reduce Inventories

On our Lean programme your team will develop:

- Problem solving and team development skills
- Understanding in how to implement a process of continuous improvement
- Skills which will make changes stick
- Skills to identify and measure wasteful processes
- Abilities that will improve the overall 'culture' within your business
- Appreciation of standards that effect quality and the way you work

Contact Us

CQM Training & Consultancy Ltd
3 Westbrook Court Sharrow Vale Road
Sheffield South Yorkshire S11 8YZ
Telephone: +44 (0) 114 281 3747
Fax: +44 (0) 114 281 3748
Email: enquiries@cqmltd.co.uk
Website: <http://www.cqmltd.co.uk>