

# Industry: Automotive

## Commercial Truck Manufacturing Company

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### *CTM is striving for*

- ◆ The elimination of waste
  - ◆ Continuous Improvement
  - ◆ Implementing Lean Manufacturing principles
  - ◆ Implementing a pull inventory Kanban System
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### **CUSTOMER PROFILE:**

Commercial Truck Manufacturing company (CTM) is a global supplier of complete cab systems in the heavy-duty truck, construction and agricultural equipment markets including the specialty and military transportation markets. CTM employs over 7,000 employees worldwide.

### **BUSINESS SITUATION:**

To be competitive in the automotive industry, CTM is working towards the elimination of waste in all processes with a key focus on continuous improvement. CTM has a highly focused Lean Manufacturing initiative. Part of that initiative is implementing a pull inventory Kanban system as opposed to push, and one that would give complete visibility. CTM also wanted a product that was simple to use and would engage their suppliers.

### **OUR SOLUTION:**

CTM implemented [Collaborative Supply Portal](#) featuring [Electronic Kanban](#) from Ultriva, integrating the system with CTM's Microsoft business systems.

### **THE RESULTS:**

Ultriva's web-based [Collaborative Supply Portal](#), being simple to use and understand, made it easy to get CTM's suppliers large and

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### *Results:*

- ◆ Complete visibility
  - ◆ Better inventory control
  - ◆ Improved on time delivery
  - ◆ 28% gain of inventory turns
  - ◆ 43% reduction of overall inventory
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### **About Ultriva Inc.**

[Ultriva](#) empowers leading businesses to operate more effectively and collaboratively by providing real time visibility and targeted actionable intelligence into inventory and material flows. Ultriva's cloud-based platform leverages and seamlessly integrates with leading ERP and MRP systems, to deliver an end to end pull based replenishment model.

small, to adopt the Kanban system. Suppliers did not need to invest capital and could utilize their existing internet connection to access the portal. Suppliers could see which parts were being consumed and which parts needed to be replenished on a daily basis. Full visibility was achieved and clear vision of the inventory could now be viewed at all times. Where suppliers were once receiving faxes twice a week asking for large shipments, they are now making smaller, more manageable shipments every day.

For CTM, inventory could be viewed and tracked at every phase of the process. This gave CTM the real opportunity to adjust their inventory to run the most efficient lean material flow to provide on time delivery to all their customers. With Ultriva, CTM improved on time delivery, with a 28% gain in inventory turns and a 43% reduction of overall inventory.

Another added benefit for CTM was the fact that the Ultriva platform leverages the Microsoft family of products and the Electronic Kanban system seamlessly integrates with CTM's back end business systems. Alerts can come as emails and information could be easily downloaded to an Excel spread sheet for further filtering, freeing up time for personal to focus more on their job at hand.

You can [hear the employees tell their story in this video.](#)

