

Profit Professionals and Paris Southern Lights

Paris Southern Lights operates a number of retail businesses, among them Calendar Club of Canada. Calendar Club is a seasonal retailer and operates about 200 stores over the Christmas season. These stores open in the October – November time frame and, for the most part, close in January. PSL engaged Profit Professionals to review the requirements for consumable supplies at Calendar Club. The objective was to identify opportunities to improve our purchasing operation both from a cost and a performance standpoint. In particular we were interested in opportunities related to corrugate packaging – shipping containers and boxes. What PSL received was a professional review of both our requirements and of the overall corrugate industry that put us not just on a path to significant direct savings but, more importantly, created opportunities to improve our entire supply chain. We essentially gained the benefits of a large Supply Management infrastructure which delivered the quality, stability and productivity that we needed, while not diverting focus from our core retail business. A side benefit – we developed a relationship with a new vendor who now supplies us with a number of custom displays which we now use in the retail spaces in the stores. All of this and we saved in excess of 10% on our costs in this area.

Profit Professionals did not just make the recommendations and leave it at that. They monitored the performance of the recommended vendors and, when necessary, intervened if service levels did not meet the agreed criteria. Overall the collaboration was a positive experience for PSL and our business has improved as a result.

While corrugate packaging was the primary focus of the review Profit Professionals did identify other opportunities and, if they did not have the specific expertise in that area, they brought in others that did. They helped us through a number of complex issues with phone networks and found us some assistance with restructuring some of the workflows in our warehouses. Again it was a positive experience. We achieved savings and simplified some of our processes. There is nothing quite like a superior result for less work!

Doug Smith

Vice President

Paris Southern Lights and

Calendar Club of Canada