

CASE STUDY

Bar Keepers Friend: Reinventing Manufacturing Through Data

“How do I clean the handrails in my bar?” may sound like a Google search from a post-pandemic publican, but it was also the inspiration behind a cleaning product 130-plus years in the making.



The Company

For over 140 years, Bar Keepers Friend has been a cornerstone of innovation in the cleaning product industry. Based in Indianapolis, this family-operated business seamlessly blends traditional craftsmanship with modern technology to produce exceptional cleaning solutions. Their commitment to quality and innovation has not only withstood the test of time but has set them apart as leaders in their field. With a deep understanding of the challenges and demands of both past and present markets, Bar Keepers Friend continues to lead with pioneering products that meet the high standards of today’s consumers.

As the market evolves and consumer demands become increasingly sophisticated, utilizing advanced data analytics becomes essential. By harnessing the power of data, Bar Keepers Friend can optimize production processes, enhance product development, and better understand customer preferences, ensuring they remain at the forefront of the industry.

“ P3 Adaptive’s expertise has been transformative for our operations, turning potential challenges into opportunities for innovation and leadership in our industry.

Matt Selig, CFO
Bar Keepers Friend

Quick Insights

The Challenges

- Optimizing Production Line Efficiency
- Data Silos and Integration
- Maintaining Competitive Edge

The Solutions

- Power BI Dashboards
- Data Integration and Inventory Management
- Ongoing Business Intelligence Improvements

The Results

- Streamlined Production Processes
- Advanced Data Integration Solutions
- Technology-Driven Market Leadership
- 20% of Work Week Returned
- 1/3 Inventory Reduction
- \$1M+ Cash Flow Improvements

The Challenges

1. Optimizing Production Line Efficiency:

Bar Keepers Friend (BKF) faced the challenge of optimizing efficiency across their production lines while maintaining the high quality of their products. Outdated systems made this increasingly difficult, hindering their ability to streamline processes effectively.

2. Data Silos and Integration:

Previously, BKF's data systems were siloed, complicating the task of gaining a comprehensive view across operations. This lack of integration obstructed effective decision-making and slowed response times to market changes.

3. Maintaining Competitive Edge:

In the highly competitive cleaning products market, staying ahead technologically is crucial. BKF needed to ensure they could sustain their market leadership and continue to meet customer expectations for innovation and quality.

The Solutions

1. Power BI Dashboards:

By addressing the 20% of CFO Matt Selig's workweek spent on manual data tasks, P3 Adaptive's Power BI dashboards effectively gave back a full day each week to BKF's leadership by the end of the first consulting day. This pivotal shift enhanced decision-making capabilities and redirected focus towards strategic business planning.

2. Data Integration and Inventory Management:

By streamlining data sources and integrating them into new dashboards, P3 significantly improved Bar Keepers Friend's inventory management capabilities. These dashboards enabled BKF to realize over \$1M in cash flow improvements by identifying opportunities to reduce their inventory by one-third. Alongside other operational changes, this reduction streamlined their inventory management and enhanced their financial efficiency.

3. Ongoing Business Intelligence Improvements:

Following the initial successes, P3 Adaptive continued to work with BKF to advance their capabilities in analyzing expenses, inventory data, and incorporating margin metrics to deepen financial analyses further. This ongoing support ensured that BKF could maintain its competitive edge and adapt more swiftly to market changes.

The Results

1. Streamlined Production Processes:

With the help of P3 Adaptive's analytics solutions, BKF has significantly streamlined its production lines. These improvements have ensured operations run at peak efficiency with fewer interruptions, directly boosting productivity and product consistency.

2. Advanced Data Integration Solutions:

P3 Adaptive implemented a cutting-edge data integration platform for BKF that consolidated information across various facets of operations. This integration has greatly enhanced workflow management and enabled real-time decision-making, allowing BKF to respond more agilely to operational demands and market opportunities.

3. Technology-Driven Market Leadership:

Through our strategic data solutions, BKF has not only addressed immediate operational challenges but has also positioned itself as a leader in innovation within the cleaning products sector. Leveraging the latest technologies has allowed them to maintain a competitive edge and continue delivering exceptional products to their customers.

Why P3 Adaptive

Bar Keepers Friend chose to partner with P3 Adaptive for straightforward reasons—they needed real improvements, fast, and without the hassle of long-term dependencies that often come with traditional consulting services.

Seeking Effective, Immediate Solutions

BKF was looking for a partner who could quickly understand their challenges and implement solutions without delay. They wanted to see progress right away and needed a consulting team that could hit the ground running.

Low-Risk Introduction with Immediate Benefits

Our Low-Risk Jumpstart program was a key factor in their decision. This program allowed BKF to test our services without a hefty initial commitment, giving them confidence in our ability to deliver.

Autonomy and Long-Term Success

BKF was determined to not become reliant on ongoing consulting support. They appreciated our approach of empowering their team from the start, equipping them with the tools and knowledge necessary to manage their operations independently after our intervention.

Innovation and Industry Leadership

Partnering with P3 Adaptive, BKF was not just able to address current issues but also to innovate and set new standards within their industry.

Looking Forward: A Future of Data-Driven Manufacturing

Through this collaboration, P3 Adaptive and BKF are not just reacting to industry trends—we're creating them, setting the stage for a future where data-driven insights are at the core of manufacturing excellence.

“Partnering with P3 Adaptive has transformed our approach to data and operations, making our processes more dynamic and responsive to the fast-paced market environment.”

Chrissy Roark, Controller
Bar Keepers Friend

EFFICIENCY

20%

OF WORK WEEK
RETURNED TO CFO

MANAGEMENT

1/3

INVENTORY
REDUCTION

CASH FLOW

\$1M+

CASH FLOW
IMPROVEMENTS

Ready to Redefine Your Strategies?

It's time to act. Contact P3 Adaptive today to discover how we can help drive your company towards greater efficiency, innovation, and market leadership.

Don't just keep pace with industry standards—set them.

Get Started

