

Case Study

Nellson | United States | Agriculture, Food & Beverage

Improving yield and throughput through stronger leadership

A structured management approach generates $2M in cumulative savings

Nellson is a leading full-service nutritional bar and powder provider in North America, with 50 years of diversified expertise in nutrition.

The challenge

To increase production volume and improve efficiency, the company sought to assess practices across its Maintenance, Production, Quality, and Sanitation teams and transition from a primarily manual approach to a more proactive, supervision model focused on performance.

The approach

Our dss+ Humex experts worked closely with the Nellson teams to strengthen leadership capabilities and increase operational performance. Through personalised coaching sessions on the shop floor, team leads, managers, and supervisors developed the skills and behaviours needed to lead their teams effectively and drive performance.

A structured approach to daily active supervision was also introduced, enabling leaders to identify and address variances, improve monitoring of safety, quality, and yield indicators, and engage frontline employees in meaningful performance dialogues. In parallel, communication channels between leadership levels and functional teams were improved, promoting better alignment.

An internal coaching culture was developed to embed the new management practices into daily operations and equip the organisation to sustain progress and results over the long term.

Impact on the ground

$2M cumulative savings	**25%** yield improvement	Creation of a **strong safety and performance culture**

The inflection point

"Our floor tours are more structured. It puts my team at ease knowing that I will be checking in with them regularly. I have also noticed that I am better able to support operators with active supervision tours, training, and troubleshooting."

Jose Lara
Team Lead
Nellson

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