

PARTNERING WITH A MATERIAL HANDLING SUPPLIER TO MEET CRITICAL DEADLINES

Direct-to-site Shipments of Exit Bins to Support Eight Warehouse Launches



"We were under pressure and knew that MWG had the technical and fabrication expertise, capacity and space to deliver quality products."

Exit bins are critical components that increase capacity in distribution centers by efficiently sorting and moving packages throughout a warehouse. A material handling supplier needed a reliable metal manufacturer to produce thousands of exit bins for a major e-commerce company expanding its distribution facilities. Facing supply chain challenges and an accelerated construction timeline, the supplier had to find a partner with the capacity, expertise, and speed to avoid missing deadlines that could delay launch dates of regional warehouses and compromise their relationship with their customer.

SOLUTION

The supplier turned to Metalworking Group (MWG), a long-standing partner known for handling large, complex projects. Working closely together, the supplier and MWG created a proactive plan to keep the project on track. They established weekly meetings, quickly addressed potential roadblocks, and utilized MWG's fiber optic lasers, robotic and manual welding, best-in-class paint line, and 180,000 sq. ft. of manufacturing space. To ensure safe, efficient delivery, MWG designed custom protective packaging and managed direct-to-site shipments for the supplier, overcoming the challenges of shipping oversized, irregularly shaped parts. Managing on average eight full trucks per week to the end user, this process saved cost and time by reducing excess trucking and paperwork, helping ensure the supplier met the compressed timeline.

RESULTS

On-time Delivery of Quality Parts

MWG manufactured, packaged, and shipped 3,700 exit bins—averaging eight truckloads per week—with zero quality rejections. The supplier's e-commerce client launched all eight warehouse sites on schedule, saving significant time and installation costs

Strengthened and Solidified Relationships

The material handling supplier's ability to deliver quality parts on time not only avoided major delays but also reinforced their reputation as a critical partner in the e-commerce company's expansion.

AT A GLANCE

- **Material handling supplier needed thousands of exit bins to meet tight e-commerce warehouse launch deadlines.**
- **Using advanced manufacturing and proactive project management, MWG delivered direct-to-site shipments of 3,700 bins.**
- **Exit bins were produced and shipped with zero quality issues, enabling eight on-time warehouse launches.**

