



Case Study

Cost Effective Lean Manufacturing Solution Pays Off Big for Manufacturer Outsourcing Fulfillment

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Al Olmstead, VP Sales
Quincy Resource Group

BUSINESS NEED

Our client, a commercial manufacturer focused on the OEM market, had a serious capacity issue. Lacking the space and personnel needed to assemble their light manufacturing components the Client needed to find a business partner that had the warehouse capacity and skilled workforce to meet their order fulfillment needs.

CHALLENGE

One of the biggest challenges facing the Client was in finding a partner they could ship their production equipment to and know that the products produced off site would meet their high quality standards.

SOLUTION

Quincy Resource Group was already a preferred supplier for the Client. Building upon this existing trusted partner relationship Quincy Resource Group’s Management team and the Client discussed possible alternatives. Since Quincy Resource Group had the necessary floor space to accommodate the Client’s equipment and the lean manufacturing environment in which their trained workers would reside, the Client felt comfortable that their high quality standards would be met and were pleased that their problem was so easily resolved.

APPROACH

The Quincy Resource Group fulfillment team coordinated the arrival and setup of the Client’s equipment according to a well orchestrated plan that incorporated the lean manufacturing principles necessary for production. Skilled workers were assigned to production runs and a strict quality assurance program was implemented. “Often our clients partner with Quincy Resource Group for packaging but once they discover the breadth of our supply chain services they rely on Quincy Resource Group for other needs they can’t fill in-house be it temporarily or permanent”, said Al Olmstead, VP of Sales, Quincy Resource Group

BENEFITS

Quincy Resource Group made it easy for the Client to move quickly to resolve their capacity issues. The Client was able to minimize the potential workflow interruption and maximized their product output. And because the workforce at Quincy Resource Group was more cost-effective than other options the Client was exploring the Client’s per unit profit margin increased making the solution a success for all parties.