



## Cool, collected delivery of dynamic orders

Solomon design innovative solutions for a vast range of Refrigerated vehicles and although they had an incumbent supplier for the GRP needs, they were not entirely happy with the value they were receiving and decided to go out to market to investigate alternatives.



Flexibility



GRP for refrigeration



Agile order fulfilment

A google search returned MPM as a potential new supplier and initial conversations and meetings were set up. From the outset, it was clear that MPM were interested in working with Solomon on a partnership level to provide a range of bespoke GRP parts for their vehicles.

With the previous supplier not quite living up to expectations, there was understandably some scepticism, however, the fact that MPM is a family run business, as is Solomon, was a huge tick in agreeing the partnership. The mutual understanding of the challenges and nuances that family business can face meant open and honest conversations from the start.

MPM also showed a genuine desire to work with Solomon and become an integral part in their supply chain. This obvious commitment from MPM was ultimately what led to Solomon to choose MPM over any other GRP manufacturer.

Whilst both businesses were learning more about each other's ways and needs of working, there were a few initial challenges. Solomon doesn't always have a regular planned requirement, often they will need ad hoc pieces turned around quickly. Equally, MPM prefers to have a planned in approach in order to create an efficient production schedule to be able to deliver on time, in full.

It became apparent very quickly that with clear and regular communications, a solution that works for both sides could be found.

MPM are aware of the complexities of Solomons order schedule and therefore incorporate additional / quick turnaround requirements into their production schedule. At the same time, Solomon ensure they are in touch with MPM as soon as they know they have a need for anything additional to their usual orders and the two work together on delivery timescales.

Despite the fact that the original contact from Solomon moved to a role elsewhere, the robust relationship between the two businesses is testament to MPM's integration as a partner to Solomon's workflow.

There is an in-depth understanding from both sides that adds significant value to the relationship - one that allows them to overcome any unforeseen production challenges together.



"Having struggled previously to find a supplier who could adapt to our ad-hoc requirements, it's been refreshing to find MPM. They're approachable and flexible when our requirements deviate from the planned schedule and we can have a robust and open conversations to ensure both sides get what they need. It's true partnership working and we're continuing to build the relationship for the future."

Martin Hinton  
Managing Director

### THE CHALLENGE

Upgrades and new designs for home delivery vehicles

### THE VALUE WE ADDED

Production to meet tight deadlines

### THE BENEFIT TO THE CUSTOMER

Various models and upgrades for the home delivery market