



# Case Study

**A storage & distribution management solution ensuring products are in stock & delivered fast.**

“One of the biggest challenges the Medical Supply Client faced was to quickly produce the consumer packaging materials and produce fast order fulfillment for their retail customer accounts. Working with Quincy Resource Group solved this problem.”

Al Olmstead, VP Sales  
Quincy Resource Group

### **BUSINESS NEED**

Our client, a Medical Supply Company headquartered near Madison, Wisconsin was in need of a packaging partner they could rely on to handle their retail expansion demands.

### **CHALLENGE**

With a major portion of our Medical Supply Client’s products manufactured in the Asian rim, concern over managing product replenishment became a real issue for this Medical Supplier. Once the products are received, order fulfillment takes place with custom packaging designed to meet each of their retail customer’s quantity and packaging requirements. Any delay in the supply chain meant missed deadlines and potentially canceled retail orders.

### **SOLUTION**

Quincy Resource Group teamed with the Medical Supply Company to develop a comprehensive storage and fulfillment solution. “One of the biggest challenges the Medical Supply Client faced was to quickly produce the consumer packaging materials and provide fast order fulfillment for their retail customer accounts. Working with Quincy Resource Group solved this problem.” said Al Olmstead, VP of Sales, Quincy Resource Group.

### **APPROACH**

Quincy Resource Group provided our Client with the ability to direct ship their products to our storage facility where we had consumer packaging created and ready to assemble in advance of the bulk product shipment arrival. Quincy Resource Group then directly shipped the product out to our Medical Supply Client’s retail customers and invoiced the Medical Supply Client for services upon receipt of the product at their individual retail customer’s dock.

“Working with our Client’s individual needs is what we do best at Quincy Resource Group. We are large enough to provide the flexible services to meet individual client needs yet small enough to respond quickly and creatively.” said Olmstead.

### **BENEFITS**

The Medical Supply Company has the ability to aggressively expand their retail business knowing that they can ship ample quantities of products to meet their projected needs fast now that Quincy Resource Group is managing their consumer **packaging design, storage, fulfillment, and distribution** needs for them.