

Let HMMI help you shorten your Lead Time to help improve your working capital and competitiveness.

One of HMMI's large customers in the crane business constantly struggled with accurate forecasting. While we all know that "the customer is always right", their customers demanded just in time fulfillment which produced trickle-down shortages. They were often unable to determine what parts they needed and when, which put a huge hold-up on production. They were seeking a partner who could anticipate their needs based on their most frequently used products and could store those products on-site, so when they needed those products, the parts were ready to go, eliminating long lead times and frustration. They knew if anyone could help them, HMMI could and would.

“**HMMI is our manufacturing capacity. HMMI has always been a great partner and has been more than willing work with us when we had challenges with our forecasting. You help us meet our deadlines to our customers**”

Problems Solved:



Supply Chain Inefficiencies

Prior to moving their business to HMMI, the client sourced their product from several other manufacturers. However, the relationship with other suppliers were very transactional, and this long supply chain was time-consuming to manage. HMMI not only offered the one-stop-shop solution for doing the weldments, machining, painting and assembly of the client's product, but HMMI also became virtually vertically integrated with the client's different departments. This level of collaboration resulted in cost savings for the client, reductions in lead times, and ultimately made the customer more competitive in the market.

“They were astounded and thrilled when we told them we had 10 units sitting on the shelf for them.”

Problems Solved:



Lead Times and Reliable forecasting for parts

After working with this customer for years, HMMI had a good idea of what parts they needed frequently. We put that knowledge to work to anticipate their demand. The method HMMI most frequently uses to reduce its lead time is utilizing “supermarkets” whenever possible. If our customers can provide reliable forecasts, or if we have a good understanding of their business, like we did with this customer, HMMI will manufacture sub components or even complete units in anticipation of future orders, and put into “supermarkets” those frequently ordered parts which can slow down production when done one or two at a time.



Customer frustration

We could tell that our customer was frustrated with their own inability to generate accurate forecasts and the predicament that put them in. Therefore, we made 10 of these frequently ordered parts, put them in the supermarket and waited... for a whole day. Our customer called sheepishly the next day asking for another rush order of six of these parts. They were astounded and thrilled when we told them we had 10 sitting on the shelf for them. They ordered all 10 and were able to meet their deadlines to their customer.

“As always, HMMI’s team is wonderful to us, and we appreciate the service and commitment to our company. Glad the HMMI team is on the job.”

Supermarket Example:

It can be costly to nest and bend one or two large parts because the set-up time can be extensive. By nesting six to eight at a time and then bending those parts while the press brake is already set up, saves time and money on each project. Those cut and formed parts can then be placed on shelving units so they’re ready for manufacturing as soon as an order is received.



Accurate forecasting can be an expensive proposition for HMMI as we have substantial supermarket inventories for certain key customer parts. However, we have found loyalty and satisfaction derived from these investments, so it is money well spent.

Bottom Line

Developing strong partnerships with our customers is our pride and joy. We understand lead time is a major factor to ensure customer satisfaction. Therefore, at HMMI we will work with you to fulfill project needs to complete projects in a timely manner that includes the quality you’re expecting.