

Ramping up results with quality & service

When Steve Greenwood of Lateral Design came up with his innovative idea for an electric fully integrated access ramp, which could be used on a range of vehicles - such as ambulances, he needed to find a reliable supplier of glass fibre components, fast!

Supplier:

MPM Ltd.

Client:

Lateral Design

Project:

Electric fully integrated Access Ramp

Results:

Increased output and stronger product



“MPM have always given us absolute confidence in their commitment to deliver on time, every time, and whenever there are any potential problems, they’re always proactive in highlighting these well in advance”

**Steve Greenwood
Managing Director
Lateral Design**

As a new small business he was only too well aware of the challenges he faced in finding a reputable supplier who would be willing to work with him as he developed his new business idea, so he was delighted to find MPM, who were not only happy to supply him but also to go a step further, advising him on the best materials to ensure his ramp was top quality.

“We’ve always been grateful to MPM in taking the risk of working with us when we were in the early start-up phase,” said Steve. “The relationship has flourished ever since. MPM have always given us absolute confidence in their commitment to deliver on time, every time, and whenever there are any potential problems, they’re always proactive in highlighting these well in advance so that we can make any necessary alterations to our schedules.

“We really have grown together as businesses with mutual benefit from our experiences.

There is a huge amount of trust between us and I really can’t fault their quality and service. I’m sure if I were to need another supplier, there would be plenty queuing up to work with us now that our product range is so well established, but I really can’t imagine working with anyone else.”

High level commitment to customer care

Supply a diverse range of products

Proactive in highlighting any changes to schedules

MPM provide a full service, which shows their skill range and commitment to customer service and quality. In the last eight years, they’ve supplied more than 4,000 products to Lateral Design and the quality of their products has allowed Lateral to maintain their customer promise of flawless precision and quality.

The business has been running successfully for over 32 years and recently MPM’s Managing Director Ben Wilson and his two brothers have worked hard to move the business forward, incorporating modern management techniques, systems & processes and, crucially, a high level of commitment to client care.

Lateral

vehicle access excellence



One Team, One Vision