

# Showered in success after outsourcing manufacture of parts

Having won a lucrative order for over 40 tankfed showers for the Middle East, Showers and Eyebaths needed to ensure they had the best supplier for the job. They had relied on their in-house team for some years, so it would be a challenging task for an external supplier to live up to their high in-house standards.

**Supplier:**

MPM Ltd.

**Client:**

Showers and Eyebaths

**Project:**

Tanked safety showers; patterns, moulds and on-going supply of parts

**Results:**

Maximised output and focused on core business of assembly



“We love challenges here at MPM, helping another company grow and realise their potential gives us such a feeling of achievement.

From only being able to produce 2-3 parts per week, we have increased the output process from 2 to 4 per week, this allows us to deliver 10 each week, without the quality suffering”

**Ben Wilson Managing Director, MPM Bradford**

With more than 100 years combined experience in the safety market, Showers & Eyebaths are one of the leading UK manufacturers and suppliers of safety showers and eyebaths and have the expertise to design and manufacture any eyewash, shower or safety drenching equipment. Combine this with their customer dedication and focus on quality and delivery they always exceed expectations.

As a small busy team, they have had to be jack of all trades. However as they move into their next period of growth and winning large export contracts, they have had to bite the bullet and start commissioning external suppliers to help.

At first it seemed a daunting task, that is until they found Ben and the team at MPM, they have taken all the stress away.

Janet Dickinson – General Manager, asked around and was recommended to MPM, amongst others. “Their website was certainly professional, so we asked Ben to come in and talk to us”. Instantly we were delighted by his calm, professional and pleasant manner.

This together with Alan’s technical expertise and knowledge gave us the confidence to move forward with the MPM team. MPM are now manufacturing and delivering around 5 tanks each week for our larger tankfed showers, most of which are going to our export market.

*Keen to offer advice*

*Open and honest communications*

*Trust to deliver exactly what they promise*

*High standards of quality and service*

If we were honest with ourselves, we knew that our expertise in GRP moulding was not the best and our knowledge of up to date techniques very limited. It was refreshing to find a supplier that was not just focused on sales but clearly wanted to help us, offer advice and make sure we made the correct decisions for our business.”

“The process of dealing with MPM has exceeded our expectations. The communications between us are open and honest, we trust them to deliver exactly what they promise, they have never let us down. Any issues with lead times that crop up are dealt with in advance so that we are not disappointed. Whatever we throw at MPM, they always deliver. We thought it was going to be difficult to find a supplier that would match our high standards of quality and service, not so, they have been a pleasure to deal with and we look forward to a future of mutual business growth.”



One Team, One Vision