

Case Study | June, 2021

A Contractor Eager to Impress Learns the Value of Trust with Newton Distributing Co.

The Challenge:

In June of 2021, a national general contractor needed assistance in providing toilet partitions to their customer, a well-known supermarket chain. Eager to impress their customer with their ability to supply and install these 100% recycled material toilet partitions, they were unaware that the lead time would be 35 business days. Under a tight budget and deadline, this contractor needed to act fast!

Newton's Response:

After receiving various quotes from competitors and no hope on the lead time, the contractor found Newton Distributing in a google search. Newton, understanding their situation, did what Newton does best... Got to work! Newton Distributing is a team of experts who have spent the last twenty years building trusted relationships with their manufacturers for these exact situations.

By trusting in Newton Distributing, the customer was pleased to find that they could get receive the materials in 10 business days!

How Did Newton Do It?

Simple, Newton worked directly with their trusted manufacturers by explaining the situation and eagerness to succeed. Newton Distributing has the buying power and trusted relationships to help anyone in need. Afterall, Newton is a team of People Serving People!

Other Challenges:

Unexpectedly, due to the rush, there was an issue with the original take-offs resulting in a urinal screen missing from the original order. The customer frantic for solutions, Newton again rose to the challenge. Using their relationship, Newton was able to get the urinal screen built and shipped! The screen arrived within the 10 business days originally agreed upon. Not only did everything arrive on time, there were no added shipping charges or fees to the order.

Project Highlights:

- Deadline: **10 Business Days**
- Competitor Lead Time: **35 Business Days**
- Product Delivery: **10 Business Days**
- Project Savings: **5% Savings** vs. Competitor's Price
- Shipping From: Wisconsin
- Shipping To: New York
- Additional Fees: **\$0.00**
- Additional Shipping: **\$0.00**

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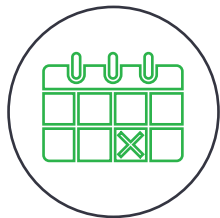
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The Solution:

There were no added charges or fees due to the issues that arose. This led to both the supermarket chain and contractor pleased with the project. The contractor's success meant they now have a new trusted vendor with Newton Distributing Company.

With Newton Distributing Company, the contractor saved approximately 5% on the toilet partitions cost versus the competitor's quotes. This is what Newton thrives for, proving that a customer's success is their own success.

We Are People Serving People!



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Newton's
Product Delivery:
10 Business Days



Project Savings:
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