



CASE STUDY:

Prairie Winds Rental Community

2600 Prairie Winds Drive, St. Charles, IL

Timing is Everything

Scope of Work: Supplying windows, on demand, for a yearlong construction project of a 25 building apartment complex.

When Executive Construction Group, a leading contractor in the Chicagoland's area, came to Hines Supply to be their sole source of windows for their apartment complex project, Hines readily took on the challenge.

Sales Rep, John Tangorra, and the team put a plan in place to ensure an on-going supply of windows and enable quick reactions to the customers changing construction schedules and tight turns.

Hines brought into inventory as many windows as their Wheaton location could accommodate and also reached out to their vendors, Andersen and Silver Line for support. Together they developed a unique solution of adding an on-site trailer which would be consistently replenished.

In addition to having significant inventory on-hand, the Wheaton location manager, Pat Briody, John, and the purchasing department were in constant communication with Executive Construction Group. Daily review of inventory levels and the customers schedule was a must have in order to ensure success.

John shared "I couldn't have pulled this off without the support of the location manager, inside sales team and our purchasing department. The project required exceptional communication, attention to detail, on-going inventory and shipping adjustments and quick reactions to our customer's daily needs. Our vendors also went above and beyond to help ensure that everything went smoothly. It was definitely a team effort and we made a customer for life."



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