



Wood Group, Inc.

CASE STUDY: CMI

“Your Technology Is Far Superior To The Others Out There - And It Works!”

MATT HOOD, CMI

*Case Study from* MATT HOOD AND WENDY GERRITY — CMI



#### WHAT WE DO

CMI is the Chicago-based manufacturer and marketer of CraftMaster Interior Doors, MiraTEC Treated Exterior Composite Trim and Extira Treated Panels. CMI operates door manufacturing facilities in Christiansburg, Va., Ozark, Ala., and Garland, Texas.

#### DESCRIPTION OF THE PROBLEM

At CMI, we had a basic purchase order process and designated lead time from our supplier that worked well. However, before working with MJB, we had continual inventory problems. The inventory surplus led to wasted resources. It was common for us to experience shortages and back orders and to exert significant human resources managing these issues.

#### WHY WE CHOSE MJB WOOD

We chose to work with MJB Wood because of the product line and the technology they offer. The ability to have all the information we need – when we need it – offers us many efficiencies. We reduced our on-site inventory. We also like the product line and currently use VOC, door core, lock blocks, rails and Green Core.

#### THE RESULTS SINCE IMPLEMENTING

No one else in the market has the technology that we now have with MJB Wood. As a result of the technology MJB offers, we consolidated internal resources and have made our purchasing function more efficient. We have dramatically improved inventory levels and saved money. Our receiving team now handles additional responsibilities. When we run into an issue, MJB jumps in and helps us solve the problem. Partnering with MJB has been the right move for CraftMaster because their process is simple, yet powerful. Overall, MJB's technologies, software and people are truly outstanding.

