



NEW MILLENNIUM
BUILDING SYSTEMS
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CASE STUDY #1

Agility Gives a “Competitive Edge”

Linda Clark, Director of Purchasing for Whitley Manufacturing has a need for proactive and agile service. Whitley manufactures modular commercial buildings and looks to New Millennium for a competitive edge.

“We don’t try to place a schedule on our customers,” Clark said. Instead Whitley strives to stay flexible, shifting their production schedule to make sure their customers’ engineers get everything at the exact times they need.



“It’s thinking outside of the box to manipulate our schedule to give them what they want,” Clark explained. “Because of the custom nature of what we do and how fast we have to react to our customers we are quite demanding.”

According to Clark, the people at New Millennium understand the challenges her business faces. For this reason, she considers New Millennium one of her top suppliers. “They have pulled stops out for me that nobody else could,” Clark said.

Clark shared a recent fast-track project for Whitley that demonstrated New Millennium’s agility. “We were shoving a few things around to accommodate it,” Clark said. “New Millennium was able to get trusses here in three to four days. We were able to react and keep up our production. In what we do that is extremely important.”

Such agility gives Whitley a competitive advantage, Clark explained. “We’re always competing against outside contractors. We are producing buildings on par with them. But if you can get a

building with us in four to five months, compared to many months or a year or more that definitely gives us an edge. We have had some customers through natural catastrophe that have required buildings very quickly. When a vendor like New Millennium understands that and supports what you are doing, that is a definite edge.”

Clark added that she appreciates New Millennium’s policy to confirm delivery dates with a phone call and reply quickly if there is ever a question about a product.

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