

CASE STUDY

Mainway Designs and Implements Turnkey Conveyor Solution for Expanding Powersports Distributor.



“We are very happy with the quality, craftsmanship and service Mainway has provided. They were responsive and provided a quality system that meets our current and future needs.”

– Chad Burton,
Warehouse Operations Manager
Royal Distributing

ABOUT

Royal Distributing has been in the Canadian powersports industry since 1990, providing a one stop source of a wide variety of quality brand name powersports products and equipment. They offer shipping to customers on all orders, including snowmobiles, ATVs, UTVs, motorcycles, motocross bikes, bicycles and marine and watersports gear.

BUSINESS CHALLENGE

Royal Distributing had grown out of its existing warehouse space and required a larger, more advanced warehouse to handle their current and projected volumes. An existing building was purchased to accommodate their expansion. Although it met their floorspace needs, it needed racking storage solutions and conveyor systems to be designed and implemented.

BUSINESS SOLUTION

Mainway brought ideas and recommendations to the table that their competitors didn't. “Their proposal was very professional, complete with 3D drawings and their pricing was especially competitive,” says Chad Burton, Warehouse Operations Manager. “Plus, their proximity to Guelph was important to us, for when emergency repairs might be required.”

So, in April 2017, Royal Distributing brought in Mainway to share their

knowledge and experience on how they could best flow product within the building and how they could meet their future handling needs. Burton remarked, “Once Mainway was selected, we worked with them through the design and implementation of a turnkey conveyor system. We were impressed by their knowledge and experience and their willingness to work with us to achieve the best results.”

BUSINESS RESULTS

Mainway was able to meet Royal Distributing's tight timelines despite production of the conveyor being delayed by a sub-contractor. Mainway pulled out all the stops and were able to meet the deadline, by bringing in additional installers and working longer days and weekends.

“The quality of their workmanship and the craftsmanship of the installation was beyond reproach,” says Burton. “Their willingness to work with us to solve some key challenges, like how to handle pick tower picks with pallet racking picks was helpful and insightful.”

Mainway delivered a turnkey system that included the design, installation and maintenance services for conveyors and the systems that operate them. Burton concluded, “We do anticipate the future will bring further expansion to our building and conveyor system needs, and when that time comes we will certainly call on Mainway's knowledge and expertise.”