

Company

**City of Elizabeth
Department of Public
Works Maintenance
Facility**

Industry

**Municipal Vehicle
Maintenance**

Location

Elizabeth, New Jersey

Vehicles Serviced

**Snow Plows, Garbage
Trucks, Dump Trucks,
Utility Trucks, SUV's
and Cars**

Products Purchased from Lawson:

**Electrical, Welding,
Chemicals, Lighting,
Hydraulics and
Air Brake Fittings**



Public Works Department Realizes Cost Savings Through Organization

When Chet Greblowski is in the middle of a blizzard at 2 a.m. with no relief in sight, the difference between having his full fleet clearing the streets of Elizabeth, N.J., and having even one snow plow down for repair, means the safety of 125,000 residents.

Responsible for the more than 100-vehicle fleet for the city's Public Works department, Greblowski relies on having every bolt, replacement part and tool ready and waiting at his fingertips at the very second he needs it—especially during inclement weather. Having just one vehicle down can quickly turn a swift-moving operation into a standstill.

"Having everything in stock is a must," says Greblowski. "If a snow plow blade breaks when there's five feet of snow on the ground at 2 a.m., and I don't have the right bolts to install a new one, we're not operational. And I don't have the luxury of waiting until a store is open to order parts."

Before doing business with Lawson, the shop didn't have a real-time handle on inventory levels, resulting in overstocks and out-of-stocks with delays lasting 2 to 10 days depending on the product in question. "Prior to Lawson we were spending hundreds of dollars a month on rush delivery and maybe 20 or so man-hours a week sending someone to pick-up parts," says Greblowski.

Today, because of Lawson ensuring parts are organized and stocked appropriately, the shop says it is running more efficiently and is able to continuously work instead of waiting for parts to arrive.

A Mutual Investment

For more than five years, Lawson has provided the city with a full portfolio ranging from welding supplies to first aid kits, and the city has been ordering its entire inventory from Lawson to support the local police and fire stations, in addition to public works.

"The relationship has grown to be very successful. Instead of going to 10 different places for different products, I have everything I need through Lawson. Lawson is a one-stop shop." Greblowski says.

Ordering from a single-source supplier also gave Greblowski an extra set of hands around the shop. "My Lawson Rep takes a lot of work off my shoulders and I know he's going to be here every week to go through my supply and reorder what we need before we need it. That is hours of work taken out of my day. He knows exactly what we use and when we need it."



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Getting Organized To Stay Productive

Lawson not only provides the parts the shop needs to make sure it is equipped for any situation, but also maintains a well-organized inventory management system of drawers, cabinets and bins to keep the shop operating smoothly between their Lawson Representative’s visits.

“They key for us has been using a system and keeping things organized, and Lawson does that for us. We no longer have issues of not knowing what we have and trying to use something that we don’t have in stock. Lawson’s system prevents that from happening,” Greblowski says.

The city’s Lawson Representative visits on a regularly scheduled basis to check inventory, see what parts need replenishing and order replacements.

“When we needed a specific part before, we had to wait for it to be delivered until we could finish a job. Or, we couldn’t find the part and didn’t know what we had in stock,” Greblowski says. “Now we have a fully stocked and organized inventory.”

The Bottom Line

“We operate more efficiently because we have the convenience of having everything when we need it. It also helps financially,” Greblowski says. “Gone are the days of going to various places trying to track down parts or waiting for orders to arrive. Lawson keeps us organized and on top of our inventory so I don’t have to.”