



CASE STUDY

From Proof-of-Concept to 15,000 Parts Per Month: How a Warehouse Automation Manufacturer Supported Explosive Growth

A leading warehouse automation systems manufacturer partnered with Momentum Manufacturing Group - Engineered Extrusion to meet demanding production requirements and support rapid company growth.

The Challenge

eCommerce growth has transformed warehouses from static storage facilities into dynamic fulfillment hubs. The integration of robotic technology, which leverages the design flexibility of aluminum extruded components, enables high-velocity order processing and real-time inventory visibility.

A pioneering manufacturer of warehouse automation systems needed a critical supply partner for precision aluminum extrusion profiles and assemblies. They required a partner with the flexibility to scale rapidly from proof-of-concept prototypes to high-volume production as their technology gained market traction.

The Solution

MMG Extrusions' advanced capabilities in aluminum extrusion, machining, fabrication, and assembly—combined with its experience supporting customers from early-stage proof of concept through full production launch—formed the foundation for this supply partnership.

As the manufacturer's warehouse automation solutions expanded into new applications and markets, MMG Extrusions made a commitment to the partnership's future by investing in multi-million dollar specialized machining technology. The outlay enabled MMG Extrusions to support:

- **Extreme tolerance consistency** across high-volume production runs, essential for robotic systems where dimensional accuracy affects mechanical performance and reliability.
- **Production scalability** to meet rapidly increasing demand as warehouse automation gained market adoption.
- **Manufacturing flexibility** to support multiple product lines and evolving design requirements.



Integrated Manufacturing Partnership

Throughout the multi-year business relationship, MMG Extrusions took a comprehensive approach to support the customer's growth:

- **Direct Customer Collaboration:** MMG Extrusions worked closely with the customer's engineering and procurement teams as production requirements evolved and volumes increased.
- **Supply Chain Coordination:** MMG Extrusions coordinated with other contract manufacturers in the customer's supply chain, helping to ensure integrated production flow and on-time delivery across multiple suppliers.
- **Volume Scalability:** As demand grew, MMG Extrusions was able to easily scale from proof of concept to full production, with monthly shipments eventually exceeding 15,000 precision parts.

This level of involvement exemplifies strategic supply chain partnerships—where the supplier becomes an extension of the customer's manufacturing capabilities, enabling them to focus on innovation and market expansion while trusting that critical precision components will be delivered on time and to specification.

Choosing the Right Partner for Your Product

Companies bringing innovative solutions to market need supply chain partners who can:

- Support growth from prototype through high-volume production
- Deliver specialized aluminum extrusion capabilities to meet exacting requirements
- Offer secondary operations in-house to reduce lead times
- Coordinate seamlessly with other manufacturing partners
- Scale capacity to match rapid market adoption
- Build long-term partnerships rather than transactional relationships

Need to launch a new product or scale a growing product line? Need a manufacturing partner who has comprehensive in-house capabilities? Look no further than MMG Extrusions.



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