

MA Warehouse Offers Storage and Distribution Solutions

Family-owned Darn It! Inc., located south of Boston in a 300,000 square foot facility, has announced that it's now offering warehousing, distribution, refurbishment and quality control services for both large and small suppliers across the U.S., Europe and Asia. "We serve customers who don't want to deal with the challenges of storage and distribution," explains President Jeff Glassman. "We offer fixed costs, so clients avoid fluctuations in labor, overhead, rent and utilities. They can park their items in a safe place and focus instead on design, sales and marketing."

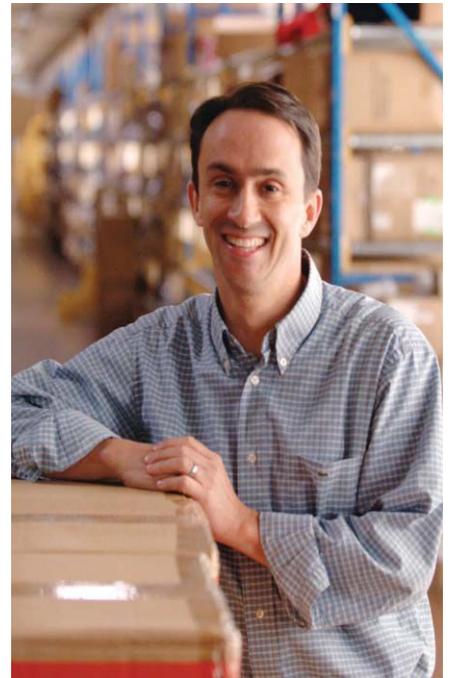
Glassman explains that many suppliers are turning to warehouse and distribution services for a number of reasons: inventory is on-hand for quick turn-around; suppliers can add a fixed cost to their product; and seasonal variations in overhead and labor costs are largely eliminated. "Of course, warehousing inventory can add costs to a supplier's business model compared to 'just in time' inventory," says Glassman, "but when distributors' customers are looking for product immediately, it can be difficult to pull it out of another country."

Darn It! Inc. offers a real-time, Web-based warehouse management system integrated and synchronized with supplier systems. Once Glassman's team receives tracking information via the clients' system, they pick and pack the same day. The direct information flow between the two mapped systems results in fewer errors as opposed to manual keypunching. They also offer on-site audits of arrivals.

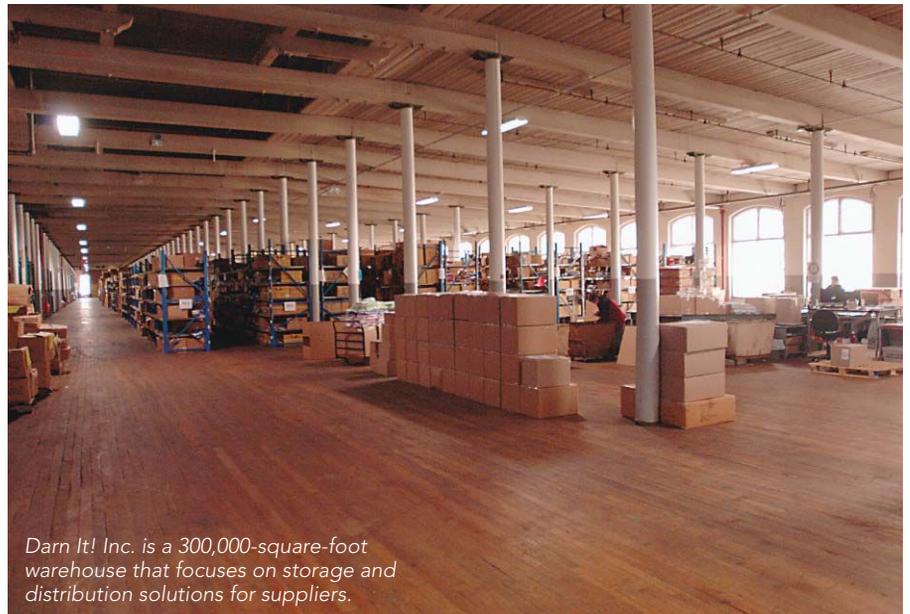
In addition, Darn It! offers refurbishment services and can replace product parts if necessary. They also do label changes and private labeling, including

sewn-in and heat-transfer. "We have a full sewing and full inspection department," says Glassman. "It's much faster to refurbish on-site than it is to send everything back to be fixed."

When discussing warehousing services with potential customers, Glassman's team asks about projected volume, units to be stored, orders to be distributed and approximate storage space needed, and then prices out each individual customer. "With any kind of warehouse or distribution service, the supplier needs to figure out their needs before moving forward," he explains. "Is their distribution clear-cut? Do they need very little contact with their warehouse? Or do they have 400 SKUs that get very complicated from time to time? An outsourced warehouse needs to be an extension of one's business, so suppliers have to find the right fit for their needs." Visit www.darnit.com or e-mail Jeff Glassman at jeff@darnit.com for more information.



Jeff Glassman is president of Darn It! Inc., a warehouse and distribution center located south of Boston.



Darn It! Inc. is a 300,000-square-foot warehouse that focuses on storage and distribution solutions for suppliers.