

MPM clean up with new health & safety products

The Haws Group invents, manufactures and builds drinking fountains, safety shower units along with many other site safety elements as well as standardised and customised emergency response products. With more than 8,000 distribution locations and 250 employees worldwide, they focus on quality, service, reliability and offering a complete support solution.

GRP material transition

Partner approach

Capacity support

Having made emergency showers and eyebaths for many years in Stainless Steel, the Haws sales team, whilst travelling around the Middle East, advised the management that if they wanted to be successful and competitive into the future, they needed to consider manufacturing in GRP.

As their focus is on quality, service and reliability, when it came to finding a supplier to work closely with their own technicians – these qualities were top of the wish list.

Haws were recommended to MPM through a contact in the industry – however, they also benchmarked the product and service on offer with a local Swiss supplier. So the initial drawings, proposal and prototype work from MPM were put together and directly compared with this local Swiss supplier.

MPM were chosen to put together this prototype for Haws to take to an exhibition in Abu Dhabi, when they realised that they might miss the deadline, MPM jumped in a vehicle and drove it all the way to Switzerland. Haws now manufacture 2/3rds of their emergency shower and eyebaths in GRP, keeping some in Stainless Steel for certain customers. The business has grown and they are keeping abreast of the global requirements for their products, grateful to their sales teams for identifying this development in the sector.

MPM have kept their commitment up over the year and when any quality issues arise, they always deal with them quickly, professionally and effectively.

"We do not see MPM only as a supplier, they are an extension of our team and our laboratories, we exchange ideas, discuss developments and challenges. They are something special."





"I am absolutely amazed and delighted with the sheer commitment and determination of the MPM team, they truly went beyond any expectation. They are responsive, quick, focused and always remain determined. We rely on top quality products, cost effective pricing and customer service - they meet all 3 of these criteria, I must say that I love working with MPM."

Urs Weder
Managing Director EMEA at Haws AG

THE CHALLENGE

Unable to find a supplier that met quality standards

THE VALUE WE ADDED

Advised on materials and design

THE BENEFIT TO THE CUSTOMER

Improved quality and a new product to take to market