

Moe's Southwest Grill

Case Study | Hospitality

**creative
materials
corporation**



MOE'S



Location
Nationwide

Project Type
Restaurant

Products
Formation
Technico
Lively
Terra
Setting Materials

CHALLENGE | AGGRESSIVE EXPANSION & ASTRONOMICAL FREIGHT COSTS

Moe's was procuring tile from one regional distributor based in Atlanta, GA, which charged freight on each order. Additionally, the supplier experienced trouble keeping up with their aggressive expansion to build 100+ units per year on a national basis.

SOLUTION | LOWER COSTS; DEDICATED INVENTORY

Creative Materials offered Moe's a nationwide delivered pricing program which (1) lowered product cost per store by over \$2,000; and (2) dramatically lowered freight costs. The annualized savings for Moe's by switching to Creative Materials' National Tile Supply Program for the first design supplied was in excess of \$200,000 per year.

Moe's most recently chose to continue to use Creative Materials as their consolidated tile supply program supplier for their latest redesign. Creative Materials provided sourcing services to help select an aesthetically pleasing product at the right price point. Moe's account management team at Creative will manage inventory and execute to 2-3 day lead times as Moe's rolls out the new design.

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~ Craig Lansley,
Director of Client Services,
Creative Materials Corporation

