

BUSINESS

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Locally-owned Monarch Basics is a part of history with bridge project

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For a project as massive as the \$5.7 billion Gordie Howe International Bridge connecting Windsor and Detroit, everything simply has to go right. That includes supplying over 400 office work stations.

The bidding process was one for the books, with companies in both Canada and the United States competing. What was paramount to Monarch Basics' successful bid submission included their local presence, which ensured a very quick response time and strategic price points, and their ability to handle the entire project scope of servicing both sides of the border.

Bridging North America entrusted the Windsor-based Monarch Basics with space planning, delivering and installing a vast array of office furniture in a very tight timeline.

"We were so fortunate and so thankful that we got to work with the people involved in this bridge," says Amanda Cousins, furniture & design specialist at Monarch Basics.

Supplying seven buildings or trailers in a month was a tall order, one that Monarch excelled at due to their experience and expertise. The installation for the American and the Canadian sides happened simultaneously. Monarch coordinated and delivered 18 transport trailers' worth of furniture to both locations.

"There was no downtime



The Gordie Howe International Bridge is scheduled to be completed in 2024. CREDIT: COURTESY OF AECOM

The fact that 100 per cent of the products used were from other family-owned businesses right here in Ontario really means a lot to us, as well as to Bridging North America."

This strong, personal rapport with local sources for furniture and supplies allowed them to get the project done faster, since the average timeline for a project this size is often around 16 weeks. Having good relationships in the region also means being accountable when it comes to serving businesses here.

"I can't think of an industry we couldn't service," Cousins says with a laugh. "We can provide services for the construction industry for example, or for a financial institution or law firm. We've worked with the automotive industry, call centres, the health-care sector, government and education. We've even supplied places with critical electrostatic discharge regulations."

Cousins found the project rewarding in more ways than one, and found the perfect partner in Bridging North America.

When describing the experience of the bridge project, Cousins says, "working alongside Bridging North America on the Gordie Howe International Bridge project was a very rewarding experience and to be a part of such an iconic, international piece of history is something that is truly hard to put into words." For more information, visit monarchbasics.com.

for the trucks," explains Cousins. "When one truck was offloaded, another was arriving with more furniture. There's so much that goes on behind the scenes that you don't think about, but we thrive on getting every detail right."

If you do the job properly, Cousins suggests, the workers who populate the space afterwards won't even notice all the work that went into it. In this case, Monarch supplied 422 workstations, 422 ergonomic chairs, 271 side chairs, 111 freestanding storage units and 24 meeting tables.

"We know that working on a project of this size, and coordinating everything that came along with it, was not an easy thing to do," says Roger Giner, senior construction procurement manager at Bridging North America. "The Monarch team proposed a game plan resolving all our doubts and concerns, we knew they had the tools for success. The professionalism and expertise that we experienced during the entire project process kept us confident knowing that we had a team that could handle an

international project scope like this. From ensuring that products were sourced locally, to expediting shipments with the suppliers, to get products to us in unheard-of lead times, the Monarch team was key in making this entire project a complete success."

Monarch was a one-stop solution for the bridge project because they have two specific departments: one catering to office furniture and the other office supplies. When a client needs both, Monarch has two dedicated departments that can handle

all their needs. Monarch has the right expert with the best sources available for finding the right products.

"Monarch Basics is a family-owned business that is located in our community, so it's important for us to use local products and keep our dollars here," says Cousins. "We're proud to be able to say we purchased thousands of special components manufactured right here in Windsor, and these special components drastically reduced our installation and assembly time for this project."

THIS STORY WAS CREATED BY CONTENT WORKS, POSTMEDIA'S COMMERCIAL CONTENT DIVISION, ON BEHALF OF MONARCH BASICS.

How **Monarch Basics** furnished the Gordie Howe International Bridge project

Monarch Basics is the largest office products dealer in Southwestern Ontario. So when 400+ workstations were needed for the cross-border Gordie Howe International Bridge project in both Canada and the United States, they had no issues getting the job done! It was a massive undertaking with no margin for error, and Monarch Basics delivered on time with professionalism and precision.

How big was this project?

of Monarch employees involved in the project
Over 30

Total # of buildings furnished



3
in Canada



4
in the U.S.

Timeline



Furniture arrived on location in
4 weeks

Other industries with similar-sized projects that could benefit from Monarch's expertise:



Education



Healthcare



Government



Agricultural



Insurance



Financial

What items were used?

311
Panel Workstations



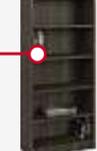
422
Ergonomic Chairs



271
Side Chairs



111
Bookcases



111
Private Office Workstations



24
Meeting Tables



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