



## CASE STUDY: INDUSTRY WEST

### OVERVIEW

Industry West is a northeast Florida-based furniture company that serves residential and commercial customers throughout North America. Its clients include restaurants, hotels, and other office and public spaces, in addition to being popular amongst homeowners.

### PROBLEM

While the company headquarters is in Jacksonville, initially, distribution was handled at another Southeast U.S. port where Industry West encountered logistical issues with drayage, timing, and trucking access.

### SOLUTION

The company moved distribution operations and logistics to Jacksonville. With an optimized supply chain, Industry West took off. In 2018 the company outgrew its order fulfillment partner and opened its 123,000-square-foot distribution facility in Cecil Commerce Center.

In 2024, Industry West remains focused on its business-to-business growth to meet the current market demand following the pandemic.

“We are pleased with moving our distribution operations to our headquarters in the City of Jacksonville,” said Industry West Supply Chain Director Eric Walker. “Moving to Jacksonville cut our overseas delivery costs in half. We are moving increased volumes and realizing more efficient delivery times to our warehouse. Since JAXPORT is strategically located minutes from I-95 and I-10, we can reach a large cluster of our customers with fast transit times.”



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