



Working through primary and sub-contractors, the US Department of Defense and its Army Corps of Engineers relied upon MarShield to assist them in a large humanitarian project underway in Baghdad, Iraq.

Rebuilding the country required an urgent need for a network of Primary Health Clinics to be constructed, with their inherent highly technical requirements. MarShield was commissioned to custom design and deliver 40 lead lined window frames along with lead glass panes, all to an extremely tight deadline. Corollary to the assignment, additional windows would be awarded at a later date should we be able to meet their expectations.



Initial calculations were provided by the customer and an estimate, with drawings, was quickly provided. The value of paying attention to detail at the design stage was proven important once again, as an error in the initial specifications for wall thickness provided to us was discovered, and corrected from what was originally a simple 6" throat to a massive 17-3/4" throat. While it was great to catch the error, valuable time was lost in what was already a tight schedule – plus, the project had become more complex. Once recomputed, we began to tackle the job at hand. Because of lost time the first order was reduced to delivering an immediate 20 windows, with a drop-dead shipping date now just 11 days away, all for a very specialized set of windows. In both size and structure, these were highly customized items.

Our competitors could not meet such a rigid cut-off date. But MarShield was up for the challenge.

Manufacturing, as it turns out, was the easy part – it is what we do very well. Logistics became our main concern. Such fragile materials required careful and specialized packing and crating for such a long distance haul. In the end, five frames plus glass were shipped by airfreight to Baghdad for immediate installation, with the rest following quickly thereafter.

A few days later, we followed up with the client to ensure safe and timely delivery. The client said everything arrived without incident.

In the end, we not only beat the deadline by a day and a half, but also were awarded two more shipments of the contract. In our client's own words: *"Not only was MarShield able to meet the tight schedule deadlines that other competitors failed to meet, but it also managed to do so with the quality and precision they are known for."*

When it comes to the custom design and delivery of lead lined protection, MarShield stands alone!