NEAR & NATIVE
CANDLES

Near & Native is a growing Maine-based home fragrance company specializing in production of candles and other scented products. We manage a complex mix of sales channels like wholesale, custom, ecommerce, and retail business in addition to a candle refill service.

Northwoods helped us create a custom order-management system that brought orders from Shopify, Faire, and our studio into one centralized workflow. From our first meeting to rollout, the entire project came together in less than three weeks, which was incredibly impressive.

The impact was immediate. Our team is spending less time manually organizing orders in several sheets, we've reduced opportunities for errors, and communication around production and fulfillment is much clearer. Those efficiencies have made a meaningful difference in our day-to-day operations and ultimately help us provide a better customer experience. Our orders are shipping quicker which is driving a +22% yoy increase in revenue since launch.

Northwoods was responsive, thoughtful, and took the time to understand how our business works. I would enthusiastically recommend them to any growing business looking for a smart, practical technology partner for super-customized solutions.

Hannah

Owner, Near & Native Candles