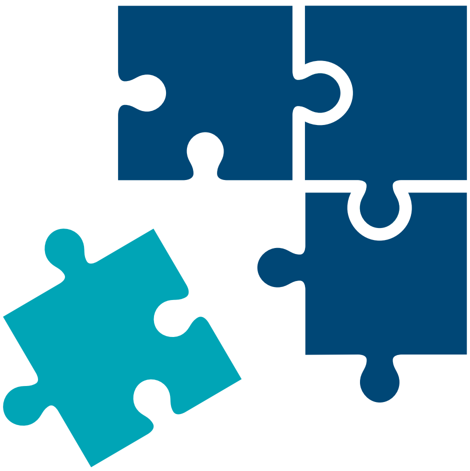
inbound logistics
a THOMAS™ company

From achieving freight savings through spend optimization to executing a warehouse move in record time, these case studies highlight ingenuity and the ability to solve complex supply chain, logistics, and transportation challenges.



Supply Chain Challenge? SOLVED!

Supply Chain Challenge?

SOLVED

Curating In-Transit Visibility for Fine Art Clients with Tive

Tive's location tracking and real-time condition monitoring capabilities allow Masterpiece International to manage high-value shipments, providing clients with superior service and peace of mind.

THE CHALLENGE

Masterpiece International is a provider of premier logistics solutions that serves museums, collectors, galleries, and private clients, shipping priceless works of art worldwide. From coordination to packing to transport, Masterpiece utilizes a massive global network to ensure shipments arrive on time and in full.

In fine art shipping, the logistics are complex and the risks are high: Shipments tend to be fragile and often have immense cultural significance. As such, temperature, humidity, light, shock, and security must be actively managed, alongside precise arrival times for highly coordinated installations.

Masterpiece International has long provided best-in-class customer service to clients, with exceptional hands-on attention paid to protecting each high-value, often fragile, shipment. According to Tina Sullivan, vice president of fine arts for Masterpiece International, "Normally, a fine art shipment travels with a courier from each museum—a dedicated person stays with the piece through every step of its transport from point A to point B."

However, when the COVID-19 pandemic disrupted both the art and logistics worlds, Masterpiece faced serious challenges to uphold this level of service. Sullivan explained, "The pandemic complicated this practice with travel bans, import and export

restrictions, and an overwhelming hesitancy from museums to put their people at risk."

Determined to maintain full shipment visibility without a courier during these unprecedented times, the company took immediate action to meet clients' changing needs.

THE SOLUTION

With the availability of high-tech solutions capable of providing location and condition insights in real-time, the company saw an opportunity to keep high-value art moving without human accompaniment and continue to meet client expectations.

Masterpiece's hunt for an in-transit visibility solution brought them to Tive. After testing trackers from multiple companies, they determined Tive—as well as the Tive belief that "every shipment matters"—was a great fit for both their company and their clients.

In late spring of 2020, Masterpiece began using Tive trackers to accompany fine art shipments instead of couriers. Tive's hyper-accurate location tracking capabilities (enabled by cellular, GPS, and WiFi) and real-time condition monitoring (including temperature, humidity, shock, and light) allow Masterpiece to actively manage these high-value shipments, while providing their clients with superior service and peace of mind.

"We love Tive. We looked at others, we've used others, and we much prefer Tive. And the disposable aspect of the trackers is really appealing—you can spend weeks trying to get devices back, and with other companies, it gets costly," explained Sullivan.

The instant alerts and real-time visibility provided by Tive's cloud-based software also allow the Masterpiece team to address in-transit issues and collaborate with carriers to prevent costly delays and damage.

The benefits of the Tive solution don't stop there, however. Sullivan noted, "With courier costs among the most expensive aspects of shipping fine art, Tive provides significant cost savings. It's a value-added service that our clients really like."

tive

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Supply Chain Challenge?

SOLVED

Bringing Insight and Savings to a Retailer's Freight Spend

AFS helped an agricultural supply retailer achieve freight savings through spend optimization and a more flexible carrier mix, as well as gain benefits from an automated shipping process.

THE CHALLENGE

Throughout its 35-year history, an agricultural supply retailer has quickly grown through acquisitions and is poised for additional growth in the coming years. As a result of this growth, the retailer now has production facilities in several states across the United States.

While the growth was mostly positive, it led to a decentralized environment for shipping and little transparency to uncover opportunities for optimization. Plus, the company had limited time to negotiate rates and service standards.

In addition, the retailer's manual freight shipment process required two employees to be at their desks all day processing orders for shipment. The company's chief financial officer (CFO) had little time to source a variety of carriers, negotiate contracts, ensure pickups were being made, and evaluate key performance indicators on service and claims.

All the freight negotiating was on the CFO's plate. Lacking the time to focus on it, the retailer would see freight increases on their shipping invoices but didn't have the insight to determine why it was happening. These freight increases became especially bothersome as time went on and the situation reached a breaking point. The CFO decided to explore outside resources to evaluate the company's freight spend.

THE SOLUTION

The CFO agreed to let AFS conduct an audit of the retailer's parcel and freight spend. AFS determined they could achieve significant savings by negotiating better rates, also they could reduce their less-than-truckload (LTL) spend by adding regional carriers to the mix.

AFS suggested adding more flexible regional carriers to the LTL mix so the retailer wasn't solely reliant on larger carriers. Sometimes, regional carriers offer shorter transit times, better service, and lower costs.

In addition, AFS implemented their transportation management system (TMS) to automate the retailer's manual freight shipment processes. The TMS allowed the retailer to use least-cost carriers to reduce cost and keep their bottom-line lean.

An analytics tool enabled transparency in the retailer's spend and aided in rate optimization to further reduce costs. The retailer also gets weekly reports from AFS on what could have been done differently to achieve more savings.

With AFS's help, the retailer achieved 22% savings on parcel rates through spend optimization and 7% LTL savings with a more flexible carrier mix. They also benefited from an automated shipping process with AFS's TMS.

As the relationship progressed, AFS recommended additional services to optimize the retailer's shipping and uncovered opportunities for cost savings in other segments of their logistics operations. Today, the retailer relies on AFS for LTL, parcel, freight audit and payment, truckload, and international.

AFS™

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Supply Chain Challenge?

SOLVED

3PL Leverages LoadDex to Win More Loads and Grow Its Business

LoadDex from Logistical Labs lets Sunset Transportation take a strategic focus when making pricing decisions, improving customer opportunities and fueling year-over-year growth.

THE CHALLENGE

Sunset Transportation was looking for a solution to enhance its quoting performance and efficiency. The third-party logistics company used a variety of rating techniques that included outdated and broad information coming from several different sources.

The quoting process was time-consuming and pricing decisions involved a fair amount of guesswork. With speed and accuracy of the utmost importance, Sunset Transportation needed a better way to quote and win more loads.

THE SOLUTION

Sunset Transportation turned to LoadDex to solve its pricing challenges. LoadDex provides users with accurate truckload rates in seconds by aggregating all market sources, historical rates, contract rates, and social data into a single platform. The platform also allows users to create their own pricing algorithm to further eliminate guesswork. LoadDex's easy-to-use, intuitive interface empowers users to ramp up and succeed quickly with little training.

Sunset Transportation took a two-pronged approach when deploying LoadDex. The first was leveraging the platform to manage user-level quoting, which enabled managers to analyze quote performance by person and by region. From there, they could standardize quoting metrics and enforce better margin strategies internally.

The second was using LoadDex to improve customer relations. They could monitor customer spot quote performance, convert consistent spot-quote lanes to contracted business, and establish trend lines that showed which lanes were worthwhile to continue quoting.

Through LoadDex, Sunset Transportation identified its weak spots and tweaked margin percentages based on where it had the biggest success rate—ultimately leading to a doubled win percentage in one year. By using LoadDex's pricing intelligence and with the ability to adjust rates through adaptable truckload rulesets, Sunset Transportation's reps felt more confident when quoting.

RESULTS

- Doubled win percentage in one year from 20-25% to 40-50%
- Improved spot quote performance
- Improved margin per load
- Improved ability to determine good vs. bad customer opportunities

LoadDex ultimately allows Sunset Transportation to take a strategic focus when making pricing decisions, leading to better customer opportunities and year-over-year growth.

Email info@logisticallabs.com to schedule a demo.

LOGISTICAL LABS

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Supply Chain Challenge?
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Reusable Shipping Technology Advances in the Pharmaceutical Industry

Sustainable shipping technologies in the life sciences and pharmaceuticals industry have come a long way, offering significant supply chain benefits.

THE CHALLENGE

When temperature-sensitive pharmaceuticals and therapies were first introduced, they required a great amount of shipping materials to keep them both properly protected and within their temperature requirements. In the industry, we refer to all of the components that are used to properly ship products as pack outs. The components that make up these pack outs are often intended for single-use.

While these components are necessary to ensure the product stays safe for consumption, they do lead to a great deal of waste after delivery. As the world experienced a push toward more sustainable methods and technologies as it relates to every aspect of life, including shipping materials, the pharmaceutical industry searched for a more sustainable way to ship their temperature-sensitive products.

THE SOLUTION

In the logistics industry, initiatives around green warehouse technologies and sustainable packaging have become increasingly important. At MD Logistics, in our life sciences and pharmaceuticals vertical, we have seen many of our clients make the shift from traditional shippers to more sustainable options.

Sustainable shipping technologies are not a new phenomenon, but options available to those operating specifically within the life sciences and pharmaceuticals industry have come a long way. There are various benefits to incorporating a sustainable shipping technology into your pharmaceutical supply chain.

Simplified Pack out. Reusable shippers simplify the pack out process by drastically cutting down on the individual needed components. Complicated pack outs can lead to issues.

Streamlined Fulfillment. Historically, a pack out could differ both by client and the item being shipped. A sustainable shipper provides a few pack out options to accommodate a range of temperature requirements.

Cost Savings. Sustainable shippers do have the potential to offer significant cost savings to the client. While the upfront costs might be more, after the shippers have been used a determined number of times, cost savings can be realized when compared to traditional shippers.

Supplies Replenishment & Quality Checks. Replenishment of supplies and quality control checks on the shippers themselves are oftentimes performed by the vendor on a consistent basis, ensuring all shippers are performing to the standard the client's product demands.

Vendor Management. Historically, choosing a sustainable shipping option is a decision that is driven by the client. Once our client chooses a vendor, we work with that vendor to ensure processes are in place in our facilities to ensure fulfillment is as streamlined as possible. It is important to verify that the shippers can fit on conveyors, IT systems can handle additional data, and the shippers themselves, once packed, aren't too heavy to lift.

Environmental Impact. Perhaps the largest driver behind a sustainable shipping solution is that of the impact it has on the environment. Traditional shipping solutions are typically made of single-use materials, contributing to excess waste in landfills. A sustainable shipper utilizes reusable elements, cutting back on waste and reducing environmental footprint.

MD LOGISTICS

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Supply Chain Challenge?

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Masterful Moves: Overcoming Deadlines, Pressures, and the Pandemic

Holman Logistics provided its client with *Extraordinary Service* resulting in seamless execution for a warehouse move done in record time.

THE CHALLENGE

Seeking to optimize its Northwest omnichannel supply chain operations and having outgrown its existing 204,000-square-foot distribution center, one Holman Logistics client needed a new facility. The major consumer lawn and garden products supplier needed a space that could better accommodate its growing omnichannel operations and updated picking processes—and it needed the new space fast.

While the typical timeline to find a building, negotiate and execute a lease, and move product is roughly 12 to 18 months, this move would have to be much shorter: In April 2020, the client made the decision not to renew its lease, which would terminate at the end of September. That gave Holman just five months to locate a new facility and execute the move, which included relocating 200 truckloads of product.

Adding to the complexity, the entire process was orchestrated during the COVID-19 pandemic, so operations leadership from the consumer lawn and garden products company were not able to evaluate the site in person and make sure the facility met their needs. Instead, the company would be relying entirely upon Holman Logistics to deliver truly extraordinary service, acting as its eyes and ears and hands by executing the process on the company's behalf.

One final wrinkle—the client wanted to find a location that would be more cost-effective than its existing one, which was in an area where lease rates and taxes had increased greatly.

Holman Logistics was up to the task.

THE SOLUTION

Holman used ESP, their proprietary process to provide *Extraordinary Service*. Using Holman operational expertise and Extraordinary Service Process, the client's operations team was able to examine the new facility and work seamlessly with Holman to accomplish the move.

To ensure flawless project execution, Holman Division Manager Steve Stewart and Director of Continuous Improvement Don Hornsby worked closely together throughout the process. Hornsby acted as team lead on the project, tasked with overseeing everything from facility design and set up to proper installation of technology and hardware; management of vendors, permits, and service installations; meetings with the landlord and contractors; and transfer of products to the new DC, which was done in strategic phases over a defined 6-week period.

The Holman Extraordinary Service Process included:

- Maintaining constant communication via weekly phone/video/photo updates
- Suggesting process changes like setting up pick lanes based on velocity rather than volume in order to boost productivity
- Creating a detailed project plan to ensure air-tight deadlines
- Tapping into existing vendor relationships
- Using the Holman ground transportation team to maximize flexibility
- Expediting purchases of materials, equipment, and permits.

Ultimately, the move was completed on-time and under-budget, earning Holman a prestigious honor: the 2020 Partnership Award, given to the client's most valuable partner each year. For Holman, however, the move was simply a normal part of living up to its Brand Promise: ***Extraordinary Service for Over a Century.***

HOLMAN LOGISTICS

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To learn more:
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holmanusa.com

Supply Chain Challenge?

SOLVED

Fortune 500 Company Takes Control of Inbound Program

Tucker Company Worldwide provided a petroleum refiner oversight and control of its shipments—reducing freight costs, increasing flexibility, and ensuring safety compliance.

THE CHALLENGE

A household name in the petroleum industry was struggling to effectively manage its inbound logistics program. Each year, $4 million in freight spend was hitting multiple budgets—all of which were unaccounted for, as inbound orders were arranged by a combination of field engineers, managers spanning various groups, and third-party vendors.

Not only was the company overpaying, and often double-paying, losing millions of dollars a year, but they were putting mission-critical operational decisions in the hands of their suppliers who had little to no logistics expertise. There was no cost control, visibility, oversight, or adherence to important facility safety protocol. Many valuable shipments weren't even insured.

THE SOLUTION

When Tucker Company Worldwide was asked to audit the company's freight expenditures and purchase orders, we identified several immediate savings opportunities. In addition to solving 100% of the undiscounted air, truck, and expedited freight bills, we uncovered systemic procedures that led to even more expensive errors.

Vendors regularly overspent via "prepay and add" terms and often charged for second (and third) shifts to make products that weren't required for weeks. Plus, lack of visibility during critical refinery shutdowns and turnarounds was costing time and money.

To get the company a better handle on its shipments, a simplified routing guide was initiated, and all freight requests were centralized through Tucker. This allowed the company to gain much-needed oversight and control. Tucker harnessed its buying power, historical lane data, competitive market analyses, and extensive stable of carriers to reduce freight costs, increase flexibility, and ensure 100% facility access, insurance, and safety compliance.

The second savings cut came when the company's procurement and transportation leadership collaborated with Tucker to support ongoing education and organizational behavioral change. Educating internal and external stakeholders of the problem, the need for change, and the solution that had been developed was key to the success of the program. As a result, Tucker saw a dramatic reduction in last-minute and "no-notice" freight calls by both the company and its vendors.

The next, most exciting, change came when the reduction in overall capital expenditures was realized. Tucker achieved this by addressing systemic issues, such as company personnel ordering goods to be delivered early "just to be safe." (As a result, some of their vendors were spending capital weeks sooner than necessary and adding expedited manufacturing and freight costs. Some chartered flights were booked unnecessarily for products that were not needed for days or weeks.)

By bringing these issues to light and implementing its cost and procedural controls, Tucker was able to reduce the true cost of the goods and cut inbound costs by 67% in the first year. Once the company's personnel understood the factors and behaviors that led to unintended, uncontrolled costs, they became committed to the efficiencies and savings the program provided. By the second year of Tucker's inbound program, costs were cut another 62%, and, in year three the company saw an additional 53% reduction in costs.

TUCKER COMPANY WORLDWIDE

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Supply Chain Challenge?

SOLVED

Pool Distribution Increases the Speed to Market for Fast-Fashion Giant

A major fast-fashion retailer got a leg up when SEKO Logistics streamlined workflows with a 24/7 performance portal to manage metrics, outside market conditions, and costs.

Fast-fashion retailers, like Forever 21, work with designers for both regular fashion items and collections which are, in turn, themed and timed for release around traditional retail sales events. However, a key differentiator between fast-fashion and traditional retail is that inventory for fast-fashion is determined during the design phase and pushed through the supply chain directly from origin to store; instead of the typical planning and ordering by the individual stores to meet sales projections.

THE CHALLENGE

Due to the fact that shipments are controlled by the origin manufacturer, the local warehouse has no visibility to the incoming inventory—hence no volume projections—until the distribution center (DC) processes cartons to SEKO for transport to destination markets.

To maintain transparency, IT infrastructure needed an upgrade and alignment to address data management best practices and workflow management.

From line haul to the last mile, SEKO created an intake variance/condition reporting workflow detailing truck routing in accordance with the daily forecast and POD process. This new operational workflow enabled the compilation of clean data to maximize financial workflow efficiency.

THE SOLUTION

SEKO Logistics worked hand-in-hand with our partner to increase visibility and ensure the yard has sufficient resources, planning, and contingency equipment to handle any unexpected spikes in volume, while also managing store inventories for exception events such as road closures and COVID response conditions.

SEKO provided the client with an SLA/KPI live-update portal that enables Store Managers, District Managers, and HQ OPS to access a daily forecast of arriving inventory to plan for unexpected needs. Using industry-standard IT specifications for creating and maintaining SEKO's data feed, freight milestones were converted to XML format for complete end-to-end alignment.

A control tower process enables data management from the DCs, into the client systems, and concurrently back into SEKO's systems to meet any financial expectations. In addition, this performance portal tracks DC-to-store delivery metrics, delivery window accuracy, and carton forecasts.

Daily snapshots are relayed to the management team to monitor key metrics, and a highly controlled master delivery schedule ensures DCs deliver within scope to save on added labor expenses.

SEKO provides 24/7 management of DC performance metrics and develops responses to provide continuous improvement to the client's supply chain. Enhanced customer service communication drastically improves client-side visibility, providing a means to manage operational responses within established cost constraints for a truly scalable solution.

SEKO®

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Supply Chain Challenge?

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Scalable Automation Boosts Productivity for Peak Season and Beyond

Verst's partnership with Locus Robotics addresses labor challenges by using system-guided robots, enabling Verst to fill orders faster and with pinpoint accuracy.

THE CHALLENGE

With recent increases in e-commerce, specifically during peak season, consumer demand is rapidly growing, and companies are struggling to keep pace. The current labor shortage and seasonal peaks have become a pain point for all industries, and it is an issue that is not going away soon, if ever. In the next decade, there will be enormous pressure and obstacles to find labor both in and out of peak season.

How businesses adapt to this labor shortage will cause their overall company success, or sometimes failure. In the supply chain industry, current labor demands outnumber the available workforce by a six-to-one ratio. According to a 2018 study by Deloitte, the gap could leave an estimated 2.4 million positions unfilled through 2028.

THE SOLUTION

The key to addressing this labor shortage crisis, both on a long- and short-term basis: automation and technology. These solutions offer tremendous potential to address labor and productivity growth challenges.

Verst Logistics has helped its customers combat this labor crisis and peak season influx through scalable automation and industry-leading technology including autonomous mobile robots (AMRs), an automated shipping sortation system, and a Tier-1 Technology Suite powered by Korber WMS.

Verst's partnership with Locus Robotics, a leader in state-of-the-art robotic technologies, addresses labor challenges by using system-guided robots. The robots work alongside Verst employees to assist with picking and packing. The robots drastically decreased the time Verst associates spend walking throughout the warehouse, allowing associates more time for picking, therefore increasing productivity.

This increase in productivity allowed Verst to fill 100% of the positions needed for the 2021 peak season due to the reduction of seasonal associates needed. The robots have also enabled Verst to fill orders faster and with greater accuracy, resulting in greater overall productivity and 99.7% order accuracy.

"One of the most impressive things about the automation is the accuracy of pick; we have seen our numbers reach as high as 99.9% with some of our clients," said Dean Hoerlein, VP of Distribution and Fulfillment.

Verst increased its number of robots by 60% to prepare for the surge in orders during the months of November and December 2021. At the height of the holiday peak in 2021, 99.5% of orders were on time, over 2.6 million units were processed.

Another core area of automation at Verst is the shipping sortation system. This automated system processes 6,000 cartons per hour with a 98.7% read rate. It reduces manual processes and labor needed to confirm orders and provides shipment information to the end consumer.

With this automation and technology in place, not only did Verst and its customers have an incredibly successful peak season, but it has enabled them to increase productivity and better utilize resources in short supply. Verst continues to research and implement further automation to scale its operation to provide growth and flexibility for its customers, not just in peak season but all year round.

Verst LOGISTICS

To learn more:
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verstlogistics.com

Supply Chain Challenge?

SOLVED

When the Rubber Meets the Road: Warehousing Solution Goes on Overdrive

Evans Distribution Systems deployed its warehousing solution to ensure a rubber manufacturer's tires arrived at its customer locations from Taiwan on time, damage-free, and with costs contained.

THE CHALLENGE

American Kenda Rubber manufactures automotive, bicycle, powersport, trailer, and wheelchair tires in Asia. Seventy-five containers of automotive tires were en route from Taiwan when the company learned that the U.S. government was imposing elevated duties (anti-dumping duties). Kenda needed to find a provider of warehousing services in a facility designated as general-purpose Foreign Trade Zone (FTZ) located near their Columbus, Ohio warehouse quickly, to avoid the unanticipated costs.

But the logistical challenge was only just beginning, and Evans Distribution Systems' solution would go far beyond the FTZ. Tires already en route to both East and West Coast ports needed to be intercepted before entering U.S. Customs and rerouted to the Detroit ramp for entry into Evans' Foreign Trade Zone. Port congestion, backlogs, and bottlenecks meant containers were arriving at different times and different locations, adding further complexity to the already complicated international logistics challenge.

The government imposed a restrictive timeline during which the tires could be released from the FTZ into U.S. commerce duty-free. The documentation needed to be 100% accurate and the timing had to be precise to clear the tires and release them from the FTZ within the designated window to avoid the additional taxes.

THE SOLUTION

Evans' transportation team went into high gear to redirect 75 containers to Detroit all while maintaining the documentation. Upon arrival at the warehouse, Evans increased staffing resources to ensure containers were unloaded, inspected for damage, and inventoried by SKU. The inventory list had to be error-free otherwise FTZ status would be jeopardized.

A second shipment of 57 containers arrived a few months later. Evans arranged the drayage from the ramp to the warehouse. Once received at the warehouse, the containers were unloaded by the Evans team in the FTZ after which Evans arranged for the return of the empty containers.

Next, Evans helped Kenda prepare for the tires' release from the zone. U.S. Customs determines a specific time period when goods can be released from the zone known as the Gap Period. To prepare, Evans reviewed timing on previous clearances and ran test clearances to understand how long the government would need to process the paperwork. A week before the window opened, they had a final run-through of the physical and electronic elements for the FTZ exit. In the end, all 132 containers were released in two weeks and successfully avoided the anti-dumping duties.

Evans' Progressive Distribution Centers, Inc. division implemented the Foreign Trade Zone warehousing solution while its Evans Logistics Inc. brokerage division arranged carriers for the outbound loads and scheduled pick-up and delivery appointments at Kenda's customer locations throughout the United States.

All in all, the Evans team helped Kenda reach their key goals. Kenda utilized an FTZ warehouse to legally avoid elevated duties. And they ensured their tires arrived at their customer locations on a restrictive timeline, damage-free, and at the least amount of cost to Kenda.

Supply Chain Challenge?

SOLVED

3PL Outsourcing Beyond the Initial Goals

RedStone understands that cost savings are just a part of each client relationship; a 3PL must provide more if the relationship is to withstand the demands of an ever-changing supply chain.

Growth industries such as recreational equipment require a 3PL partnership that looks beyond initial cost savings to improve supply chain efficiency and customer satisfaction.

THE CHALLENGE

Outsourcing logistics operations to a 3PL isn't new. Unfortunately, disillusionment after a year or two isn't new either and can result in dissatisfaction. The experience of a RedStone Logistics client that manufactures and distributes outdoor recreational equipment across North America illustrates this challenge.

For Alan, the company's director of distribution and domestic logistics, his frustration was at a point that he knew he had to make a change. "We hired a 3PL to help us save money and ultimately to turn our supply chain into a competitive advantage. Early on, the savings were there, and the 3PL team did everything we told them to. But," he added, "why should we have to tell them what to do? They are supposed to be the experts."

"Our business was growing, and we were not sure that our 3PL was looking beyond cost savings to improve our supply chain as business expanded. What we really needed was a partner who would drive innovation and challenge our ideas if they weren't the best for our business."

Clients are looking for additional assistance and efficiencies, not just reduced costs. Some 3PLs, having worked hard to deliver on early promises, fall into an operating rhythm with current clients and then must turn their attention to meeting expectations of new clients that are coming onboard. Culturally, the two organizations may be focused on different priorities.

THE SOLUTION

RedStone understands that cost savings are just a part of each client relationship; a 3PL must provide more if the relationship is to withstand the demands of an ever-changing supply chain. The RedStone answer was a solution designed specifically for the demands of the organization's industry and customer requirements.

"Many 3PL organizations rely on price alone to drive improvements, quickly running out of options to improve efficiencies after lower costs are no longer an option. RedStone solutions start with getting to know our clients—their challenges, systems, processes, people, and most importantly how they measure success—before we do anything else," commented Jim Ritchie, president and CEO of RedStone Logistics.

RedStone focused its work for Alan on simplifying the entire supply chain from the beginning, not just on reducing the cost of shipping their products.

"We worked with Alan and his team to ensure we met their near-term requirements and anticipated changes in their supply chain," added Ritchie. "We invested in dedicated resources to meet the strategic direction of the company, the needs of its customers, and the plan for how its supply chain should react to ever-changing logistics requirements."

These specialized resources provided by RedStone reach into every corner of the business to drive continuous improvement, resulting in years of client satisfaction. Eliminating client disillusionment is a fundamental imperative for RedStone Logistics, creating client relationships that don't merely survive but thrive beyond the first year of cost savings.

REDSTONE LOGISTICS

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