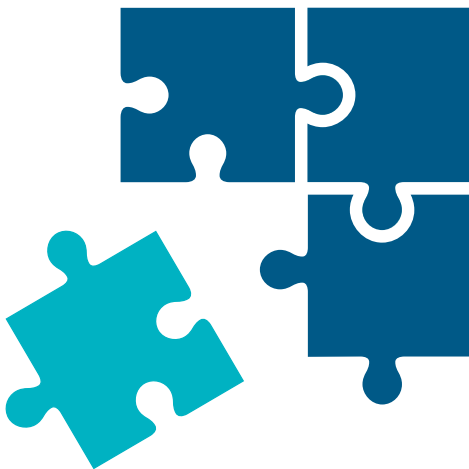


For more than 18 years, Logistics KnowledgeBase has been a reader favorite and focal point of reader response and activity.

Why? Because *Inbound Logistics* assembles the best contributors to offer their experiences, perspectives, and knowledge accumulated over years of successfully managing complex logistics and supply chain challenges, and, more importantly, leveraging business opportunities through logistics excellence.

Knowledge is power and Logistics KnowledgeBase gives you a quick data dump and the information you need to drive transformative change at your enterprise.



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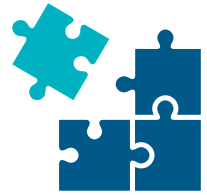
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Supply Chain Challenge? **SOLVED**

Managed Transportation Partnership Cuts Costs and Drives Efficiencies

The world's leading provider of receipt and innovative label solutions turned to GlobalTranz to create visibility, enhance communications, and fully merge acquired businesses.

THE CHALLENGE

The world's largest manufacturer of paper receipt rolls and custom labels faced a challenge: how to integrate two new acquisitions while reducing transportation costs and improving efficiency. A managed transportation partnership with GlobalTranz turned out to be the perfect solution.

GlobalTranz's client, a global company with operations in North America, Chile, and Europe, is the world's leading provider of receipt and innovative label solutions for the retail, restaurant, and banking industries. In 2017, the client acquired two companies and was seeking to fully integrate them

with its core business. The client and the acquired companies were each taking different approaches to transportation procurement, management, and freight payment. It became clear that in order to create visibility, enhance communications, and fully merge the businesses, the client would need to unify their approach to transportation and logistics.

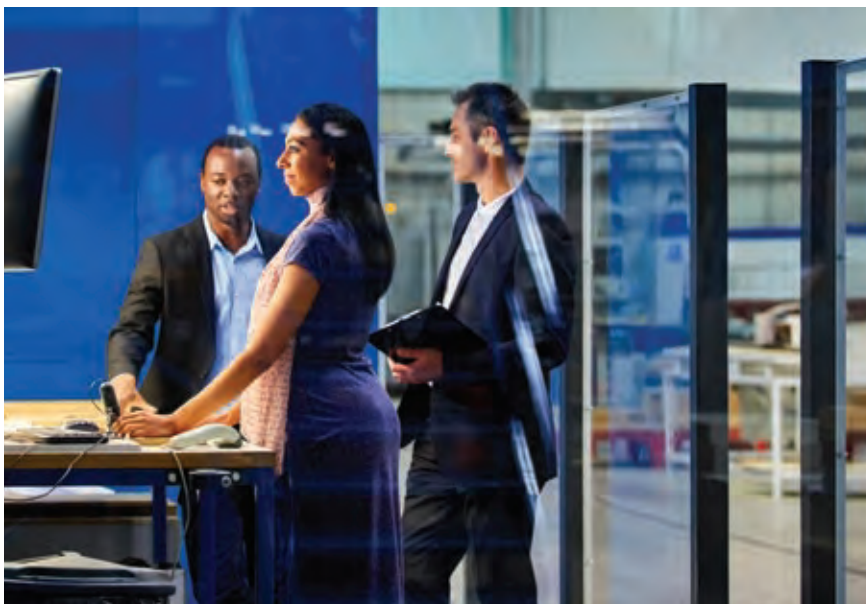
The client launched an RFP process and evaluated six different 3PLs. Through the evaluation process, the client was seeking a partner that could offer a scalable, flexible solution, with both short-term savings and long-term strategic planning.

THE SOLUTION

The client ultimately selected GlobalTranz as its managed transportation services provider. GlobalTranz implemented its fully custom, integration-ready, enterprise-level TMS, *GTZconnect*[™], placing the client and its recent acquisitions in a single electronic environment and thereby driving visibility, communication, efficiency, and consistency.

In addition, implementation of *GTZconnect* provided scalability and flexibility to easily onboard future acquisitions.

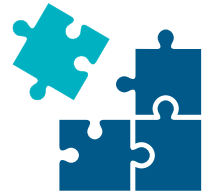
The GlobalTranz team immediately began managing both truckload and LTL shipments, providing extensive reporting to track savings and KPIs every step of the way. GlobalTranz developed a detailed roadmap to help the client achieve its desired savings, and has delivered the immediate savings as promised, with the potential for achieving additional savings as a result of GlobalTranz's rate negotiations and relationships with truckload and LTL providers.



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Supply Chain Challenge? **SOLVED**



Expertise, Strategic Warehousing Support Unexpected Spike in Inbound Deliveries

Hollingsworth assisted a leading automotive manufacturer with an unexpected surge via strategic negotiations and savvy adjustments to inventory management.

THE CHALLENGE

One of the Big 3 automotive manufacturing brands recently underwent a major, unexpected spike in inbound deliveries to their 3PL supplier's plant. Normally this additional business would be welcome, however this facility was already at full capacity and didn't have the space to accommodate the additional inventory. They were very concerned that the overload would cause a severe backup and disruption within their supply and distribution network.

With proven results for effective inventory management, Hollingsworth was able to provide this customer with a number of strategies to solve this fulfillment predicament.

THE SOLUTION

To address their customer's capacity problem, Hollingsworth's first step was to engage in negotiations with the plant's landlord. Hollingsworth was able to acquire additional temporary space in the building to enable the customer to keep up with their increased inbound activity. Along with adding the space, Hollingsworth's creative storage solutions included:

- **Consolidation** of existing inventory to optimize warehousing capacity.
- **De-contenting** of products and packaging to increase density and maximize warehouse floor space. This resulted in the ability to store

multiple parts on a pallet instead of one part per pallet.

- **Inventory and material flow analysis** to design and implement a racking program that allowed for flexibility to handle more products.

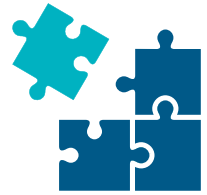
This combination of coordinating additional space with optimization of the customer's existing inventory management enabled them to take on additional business at a reduced cost.

Hollingsworth's expertise in full-service fulfillment solutions was the key to this leading automotive brand's success in solving a significant inventory management challenge.



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Supply Chain Challenge? **SOLVED**



Supply Chain Partner Helps Furniture Maker Get a Leg Up

Evans helped furniture maker Floyd develop a real-time supply chain, centralizing its kitting, packaging, and value-added needs, as well as providing transportation.

THE CHALLENGE

In 2014, Kyle Hoff and Alex O'Dell came up with the concept of the Floyd leg—a steel table leg that secures to any type of flat surface, allowing the flat surface to become a desk, coffee table, and much more. The steel legs can be attached and detached, making moving that table or other piece of furniture much easier.

The Floyd concept is a response to a furniture industry that doesn't consider the high rates of moving across the country, especially among younger populations. Bulky furniture is difficult to move and can be costly to ship. Not only is Floyd's furniture easy to put together and to disassemble again, it's also simple to ship.

Floyd was experiencing a high amount of success, and at the same time they were expecting a massive amount of growth. However, issues in the shipping process were causing products to be sent out in a less-than-desirable way and needed to be addressed. Floyd's shipping provider at the time was also the manufacturer of the wood for their tables. Since shipping was not the core competency of the wood manufacturer, Floyd needed an expert to handle the packaging and kitting of their product.

THE SOLUTION

In 2016, Evans began to centralize the kitting, packaging, and value-added needs for Floyd. Evans optimized the



kitting process by improving packages for shipping, utilizing water-based tape, collaborating on better corrugate, and ultimately, bringing the cost down. Evans was also able to help Floyd with a real-time supply chain, including transportation—carrying approximately 4-5 truckloads a week from Michigan, out east. Floyd now ships all over the world.

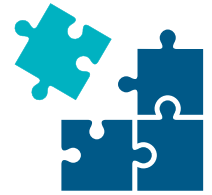
Since partnering with Evans, shipments have increased from 23 SKUs per week to 37 SKUs per week. The account began with one shipping location, requiring 1-2 trucks weekly. Now, there are 5 shipping locations which require 5-6 trucks, as well as occasional special orders. Not to mention, Floyd has grown its sales by 100% year-over-year for the past three years. In addition, it is partnering with

West Elm, opening shop-in shops, and working on its first modular bookshelf.

Daniel Stevens, the product engineer lead for Floyd, states, "We can partner with Evans and they can help us to be more nimble and leaner with our team at Floyd, but we can also rely on them to do some of the other things we wouldn't have in-house resources for."



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Supply Chain Challenge? **SOLVED**

Enabling Faster Distribution in the Life Sciences and Pharma Industry

New facilities in Indianapolis and Reno enable 3PL MD Logistics to support faster time to market for life sciences and pharmaceutical customers.

THE CHALLENGE

Many pharmaceutical products have to be kept within a certain temperature range to be effective. This creates a potential issue in distribution. There often is a time range in which delivery needs to occur for the product to be considered safe to administer. Because of this, manufacturers must take transit time and location into consideration when planning their distribution strategies.

As a third-party logistics provider operating within the life science and pharmaceuticals industry, we saw the importance of offering our customers solutions that allowed their products to get to the consumer as fast as possible. This drove our warehouse expansion strategy to have both a Midwest and West Coast presence within the life science and pharmaceutical industry.

Known as the crossroads of America, Indianapolis offers close proximity to three major ports of entry, five major interstates, and the eighth-largest cargo center in the nation, the Indianapolis International Airport. This strategic location enables a 48-hour shipping window to more than 65% of the United States, allowing for increased efficiency and decreased transportation costs. Its

central location allows our Indiana-based warehouses to fully support our customers' needs in the Midwest and along the East Coast.

their speed to market and uphold product quality.

In 2011, we opened another facility in Reno, Nevada. In total, the facility in Reno is a 55,000-square-

foot FDA-registered, pharmaceutical-grade warehouse adhering to cGMP compliance. This facility includes controlled room-temperature and cold-chain storage as well as distribution services for some of our clients in the life science and pharmaceuticals industry.

With the addition of this facility in Reno, we are able to reach more than 80% of the U.S. population, including

those in the 11 western states, within a 48-hour ground shipping window.

Due to its access to two major highway corridors and the Reno-Tahoe International Airport, Reno, Nevada, has become the logistics hub of the West.

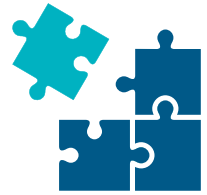


THE SOLUTION

Shipping products to the West Coast can be both costly and challenging. As the demands of the pharmaceutical industry continued to grow, we knew we had to increase our supply chain offerings. That expansion centered around offering our life science and pharmaceutical customers a West Coast warehousing solution. We knew that our distribution times were longer shipping to the western half of the United States from our current warehouses in Indianapolis. Expanding our reach further west would allow us to help current and potential customers increase



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Supply Chain Challenge? **SOLVED**

Home Care Manufacturer Gets a 3PL to Make the Hard Decisions

Hub Group helped a mid-size CPG company win its battle against retailer non-compliance.

THE CHALLENGE

A leading home care manufacturer's impressive growth began to push its supply chain to the limits. In servicing major retailer relationships, performance was a key element in maintaining good standing.

As project orders began to surge, the manufacturer began to see a spike in costly truckload rates, which was viewed as the only mode viable to deliver for its service-sensitive customer. The manufacturer needed to find a solution to balance both cost and performance expectations, likely a customized solution that was built around them.

The manufacturer looked to Hub Group to develop a solution that found the meticulous balance of cost and service. Harnessing Hub Group's

optimization and management expertise, the customer received a dynamic and responsive solution that ensured every PO met cost-effective precision service.

THE SOLUTION

Hub Group's solution began by creating a pricing net for the entire network. Assigning truckload and cost-competitive intermodal rates to each lane, the customer had pricing locked in and ready to go regardless of transit requirements. This eliminated the need to get spot rates or wait for pricing, shortening lead time, reducing costs, and streamlining processes.

Next, Hub Group developed a system that quickly selects the best service based on numerous variables. When an order is ready, the shipper tells Hub Group

when the PO is due to the retailer. Hub Group's experts track network performance and capacity on an ongoing basis, and quickly determine if the order is more suitable for intermodal or truckload based on current market conditions—something no other provider would implement.

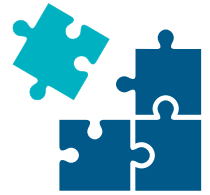
Hub Group's solution stemmed the tide on the transportation cost trend and fortified the manufacturer's network. By optimizing mode selection while maintaining performance expectations, Hub Group eliminated the non-compliance penalty fees associated with missed appointment times while delivering savings with an intermodal solution.

With a holistic solution in hand, the customer continues to stock the shelves in the industry's leading big-box retailers, avoiding service penalties and preserving valuable relationships. This manufacturer's growth continues unhindered with the flexible solution only Hub Group would deliver.



To learn more:
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Supply Chain Challenge? **SOLVED**



Automating Labor-Intensive Tasks Cuts 3PL's Costs by 50%

Javelin Logistics reduced its reliance on manual labor and now thrives in the e-commerce marketplace by partnering with 3PL Central.

THE CHALLENGE

Javelin Logistics, a third-party logistics (3PL) provider, was looking to grow its business, which primarily shipped full pallets in and out of its facility, to one that could handle direct-to-consumer (DTC) fulfillment. However, its legacy WMS technology primarily managed just one type of workflow.

In order to accommodate this new emerging marketplace, Javelin Logistics was going to be dependent on manual labor to support these new customers with its current process. The company knew this plan was too labor-dependent and cost-intensive to be sustainable. Its next steps were to look for more efficient technology that would help grow the business as well as better serve its customers.

THE SOLUTION

Javelin Logistics required a warehouse management system (WMS) that could automate manual labor and integrate with other systems in order to streamline e-commerce fulfillment. 3PL Central offered the solution and nearly cut planned costs by 50% by implementing *3PL Warehouse Manager* WMS.

With a direct integration to mobile scanning, shopping carts, and shipping carriers, Javelin was able to expand its value-added services to existing customers, gain a competitive advantage to win new business, and reduce its reliance on manual labor. Today, the



3PL is not afraid to tell prospects that it has a goal of 99% inventory accuracy.

Going from a labor-based to a technology-driven 3PL allowed Javelin Logistics to thrive in the new e-commerce market without hiring more workers—saving on added labor costs in the long run. “*3PL Warehouse Manager* transformed our company,” says Steve Oakley, VP at Javelin Logistics. “It helped us keep up with where the market was going.”

Back then, offering one type of service was sufficient to be successful, but today's 3PL customers want more options. Steve continued, “Now we have a differentiated 3PL that offers

many different services to different types of customers.”

Five years later, Javelin Logistics has expanded to 10 warehouse facilities and is continuing to grow order volume by 75% year over year.



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