

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.



Supply Chain Challenge? SOLVED!

48 HUB GROUP

Securing Capacity While
 Pivoting for Peak Season

49 CELADON

Helping Shippers Meet Production
 Deadlines With Custom Solutions

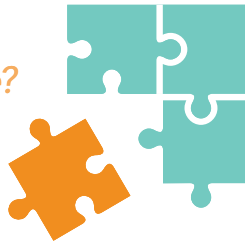
50 CRANE

Implementing a Network to
 Optimize a Client's Supply Chain

51 PLS

A Real-Time, Cost-Saving Opportunity

Supply Chain Challenge?
SOLVED!



Securing Capacity While Pivoting for Peak Season

A home goods retailer turned to Hub Group to secure capacity in the face of a hectic peak season.

THE CHALLENGE

As a major retailer specializing in housewares and furniture, Hub Group's customer was preparing for a peak season poised to present significant challenges to their supply chain.

While the customer hoped to capitalize on growing demand spurred in part by strong online sales, their regular provider was unable to guarantee the capacity they required due to strong market demands, leaving them in need of a swift alternative to ensure products hit shelves on time. Without a solution, they'd be forced to pay exorbitant truck rates or be unable to meet the demand of their customers.

THE SOLUTION

Hub Group met with the customer to understand their needs and develop a plan to supply them with the capacity

necessary to execute their business, while also mitigating extra costs.

This was accomplished by developing a unique equipment repositioning plan and leveraging carrier relationships to flex up and cover the business. Hub Group also provided the customer with enhanced shipment visibility, working with them on continuous improvement opportunities to reduce unnecessary dwell time and further enhance cost savings.

The end result was an effective program that provided support through peak season and enabled the customer to deliver their product on time without breaking the bank.

Afterwards, Hub Group was able to diversify offerings geared at further improving efficiency within

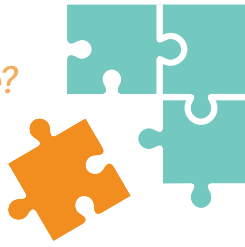


their customer's supply chain. As a result, the customer can rest assured their capacity demands will be met by a strategic solutions provider, Hub Group.



To learn more about Hub Group, call 630-271-3600, email solutions@hubgroup.com, or visit www.hubgroup.com.

Supply Chain Challenge?
SOLVED!



Helping Shippers Meet Production Deadlines With Custom Solutions

When the ELD mandate turned next-day deliveries into two-day runs, Celadon Logistics came up with situation-specific supply chain solutions to help shippers in time-sensitive industries.

THE CHALLENGE

With the ELD mandate fully implemented as of April 1, shippers across industries are reporting the biggest pain in “tweeners,” or shipments that used to be next-day deliveries that have turned into two-day runs (think 550-750 miles).

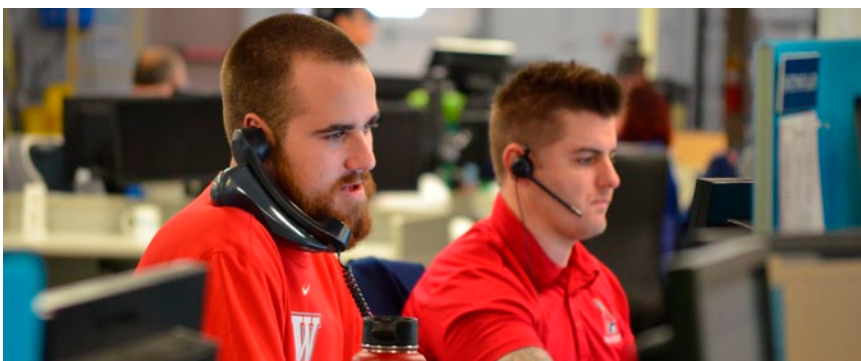
Celadon Logistics’ primary industry exposure is in two time-sensitive industries: automotive and food and beverage. This spring, multiple clients approached us to discuss how to avoid production disruptions or how to fulfill OTIF requirements.

THE SOLUTION

By taking a holistic look at supply chain processes, Celadon was able to dig into areas including purchasing, production, and transportation to come up with situation-specific remedies, including:

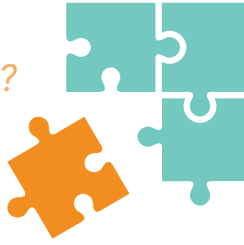
1. Increased use of expedited teams to meet transit requirements.
2. Working with shippers to extend lead times, ensuring Must Arrive By Dates are still met.
3. Working with consignees to adjust appointment times and ensure more carrier-friendly policies, including mitigating detention and enhancing flexibility for highly visible orders.

Based upon industry- or company-specific needs, there is not necessarily one solution you can point to and say, “Solved!” But working with a consultative partner who has industry experience, knowledge, and relationships ensures a variety of solutions can be considered to maintain your relationships.



To learn more about Celadon Logistics’ solutions, call 866-225-0073, or visit www.celadonlogistics.com.

Supply Chain Challenge?
SOLVED!



Implementing a Network to Optimize a Client's Supply Chain

Crane Solutions developed a customized solution for a leading audio/visual equipment rental company that lacked visibility to its time-sensitive shipments.

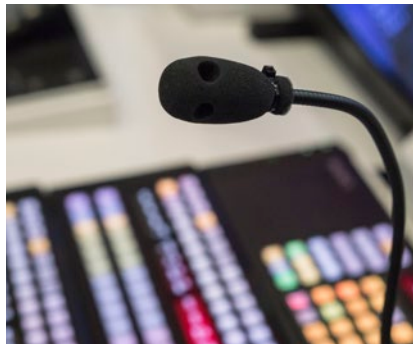
THE CHALLENGE

The client is a leading audio/visual equipment rental company with 7 main locations and 19 secondary market locations in the United States. The core challenge was the client had disparate processes in all locations with no visibility to their time-sensitive shipments within their network. These challenges included:

- Lack of visibility throughout their network.
- Relying too much on expedited ground services (higher costs and historically higher claims ratios).
- Many shipments moving between locations, which didn't maximize trailer utilization, resulting in extremely high price per pound ratios.

THE SOLUTION

Crane Solutions optimized the client's supply chain by implementing a network that revolved around one primary location to service a group of hub locations around the



United States. Crane Solutions identified 7 strategic locations to utilize as the hub locations, which subsequently service 19 secondary markets throughout the United States.

In order to protect the client from market fluctuations (capacity and price) throughout the year, Crane Solutions developed a dedicated fleet of drivers (solo and team service), which guarantees capacity and price for the client and the drivers. In order to streamline the 7 lanes even further, Crane Solutions added 21 trailers (with GPS tracking) to the program, thus allowing each location to pre-load trailers.

Results:

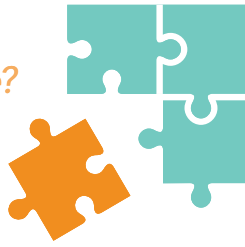
- 24/7 visibility of drivers, equipment, and trailers through our client portal.
- Reduced expedited ground service spend by 81%.
- Reduced their claims ratio by 94%.
- Increased their trailer utilization by 52%.
- Decreased overall transportation spend by 40%.

At Crane Solutions, we believe in developing customized solutions for our clients through "out of the box" thinking, collaboration with clients and carriers, and implementing technology solutions.



To learn more about Crane Solutions, visit www.cranesolutionsllc.com.

Supply Chain Challenge?
SOLVED!



A Real-Time, Cost-Saving Opportunity

A client looked to PLS Logistics for a way to drive real-time visibility, performance, and cost savings to allow each of its 200+ office locations to operate effectively.

THE CHALLENGE

The client came to PLS Logistics because its 200+ office locations were responsible for managing their own transportation decisions, including carrier recruitment, qualification, and execution. In addition, many of the client's shipments are sent to job sites that require timely deliveries to avoid costly expenditures.

Another issue was that the client's freight pay & audit company's reporting and cost data was consistently delayed. The client knew they had to simplify their supply chain and shipping processes and partnered with PLS Logistics to help drive real-time visibility, performance, and cost savings to allow each location to operate business effectively.

THE SOLUTION

PLS Logistics was able to generate cost savings and improve the client's overall performance and tracking. PLS Logistics streamlined the client's systematic carrier onboarding by adding reliable, quality carriers to its network through PLS' carrier onboarding program to improve



shipment delivery.

PLS Logistics was able to implement its transportation management system (TMS), PLS PRO. PLS PRO set up tendering for the client based on service and cost parameters and allowed the client's office locations to expedite the process and assign carriers to shipments. Partnering with PLS Logistics' technology was a major key in allowing each of the client's office locations to service its customers accordingly.

By utilizing PLS Logistics, the client now has:

- Real-time performance data by location, region, or the entire organization
- Real-time visibility to shipment status
- Data to make future decisions on carrier selection and carrier access
- Millions in cost savings



To learn more about PLS Logistics' solutions, email sales@plslogistics.com, call 888-814-8486, or visit www.plslogistics.com.