

CASE STUDY

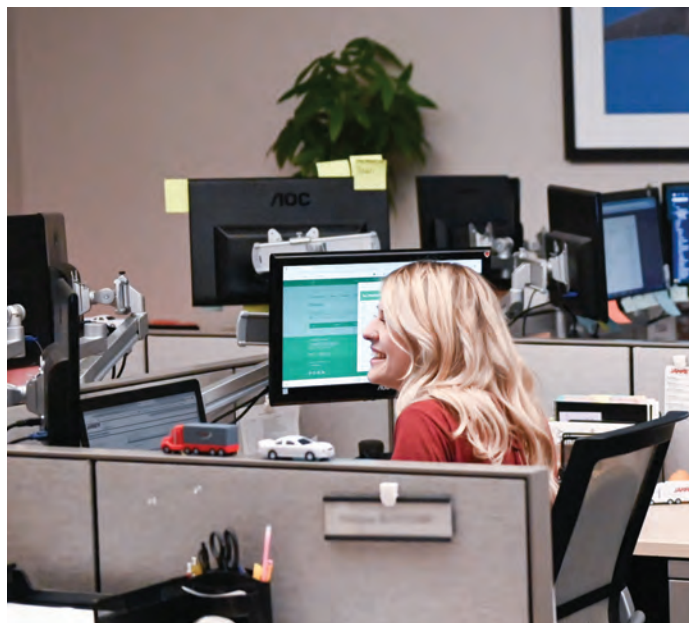
MEET THE MANUFACTURER JARRETT SAVES \$250K A YEAR ON INBOUND FREIGHT

*Relationships Built on Continuous Savings, Top Technology,
and Superior Customer Service Last 10X Longer*



CUSTOMER

- Jay Industries
- Customer since 2010
- \$800K in Inbound Freight under Management
- Manufacturer of Metal and Plastic Automotive Assemblies
- \$250M in Annual Revenue
- 1,000+ Employees
- Headquartered in Mansfield, OH



KEY SUPPLY CHAIN ISSUES

- Costly prepaid inbound freight program had Jay Industries paying exorbitant prices for shipping.
- Jay Industries purchasing department had growing transportation management needs and a reluctance to outsource. Mark Davis, who heads corporate buying at the company put it this way, "I didn't want to relinquish that level of control to a third party, and when I did, I went kicking and screaming."
- Transportation was managed by 8-9 inhouse associates each using their own process.
- Inefficiencies led to overreliance on high cost expedited shipments.
- Decentralized visibility into shipments consumed the time of associates. Key functions such as less-than-truckload (LTL) auditing were overlooked and thousands of dollars were lost per month.
- Limited reporting was obscuring opportunities in carrier selection, forecasting and operations planning.

EVALUATION PROCESS

Quarterly reviews require the Jarrett Logistics team to demonstrate value continuously. Considering how often most companies switch 3PLs, Jarrett's tenure since 2010 is indisputable proof of performance. "I told them from day one that getting in the door was only the first step. They have to prove their value—and that means showing us opportunities," said Mark Davis, Corporate Buyer, Jay Industries.

SERVICES DELIVERED

Switched all prepaid inbound freight to collect. The Jarrett Logistics Systems (JLS) managed transportation services brought the Jay Industries LTL, truckload (TL) and expedited shipping together to be managed cost effectively and easily through a single source.

Provided access to carriers with the best service records and rates. Jarrett directly connects Jay Industries to a specific carrier following within the Jarrett network of over 10,000 approved carriers for their LTL, TL and expedited freight. "With our carrier relationships and pulse on the market, our rates are 25%-30% less than they could get on their own," explains Mike Jarrett, President of Jarrett Logistics.

Leading-edge transportation management system (TMS). jShip is the award-winning artificial intelligence (AI) driven TMS of Jarrett. It enables optimization opportunities for Jay Industries such as: 1) enhanced rate evaluation, 2) routing recommendations, 3) real-time freight visibility, and 4) continuous improvement reporting. The multi-million-dollar value delivered by this TMS was an immediate upgrade for Jay Industries that activated cost savings and customer service advantages.



Centralized and standardized processes for managing transportation. JLS Routing Center provides a control tower experience for Jay Industries supply chain. JLS Routing Center representatives leverage jShip to select carriers with the lowest cost and best service. Reliable, readily available shipment information enables JLS Routing Center team members to answer email queries in 10 minutes and answer phone queries in 7.8 seconds.

Provided actionable reporting. JLS Reports are provided to the team at Jay Industries each morning, during shift changes, and every month to provide visibility over all inbound and outbound shipments. Throughout the day, reports provide shipping information from vendors and suppliers, communicate routing information, track shipments, and audit charges for discrepancies. "The reports from Jarrett are amazing. They've transformed our operations—and they keep getting better," Davis says.

VALUE DELIVERED

\$250K IN ANNUAL SAVINGS
from converting prepaid inbound freight to collect

430% INCREASE IN INBOUND FREIGHT
under management

OVER \$1M IN FREIGHT SAVINGS
by shifting inhouse focus from tactical functions to strategic projects

\$120K PER YEAR SAVED
by eliminating inbound expedites

MORE THAN 4,000 INHOUSE STAFF HOURS SAVED
by eliminating administrative time related to inbound expedites

OVER 7% IN AUDIT AND CLAIMS SAVINGS
previously unrealized