



// GLOBAL FREIGHT FORWARDING

## CLIENT ASKS IF KING CAN HELP THEM SHIP INTERNATIONALLY. To which we reply, “Oui. Si. Ja. And Hai.”

### THE CLIENT CHALLENGE

Frustrated with rising freight costs and managing multiple vendors, our client was ready to streamline their international transportation program. They needed a trusted advisor with a specialized team that could manage air, LCL and FCL for multiple origins and destinations, while reducing transportation costs and easing administrative burden. We thought they'd never ask.

### THE KING SOLUTION

By tapping into our extensive network, King identified key service providers who could meet equipment needs, service requirements and budgetary goals. We built partnerships domestically and internationally to handle ground, ocean and air freight services while successfully delivering on our commitment to the customer.

Proof that sometimes it's what you know—and who you know.

### THE END RESULT

In addition to managing customs compliance to meet regulatory standards, King helped our customer save over \$400 per container for more than 50 container-loads. With our buying power, we were able to offer these savings throughout the year while developing a consistent program that met shipping and receiving deadlines. King customer care specialists took on the management of all vendors, reduced our client's freight spend by 10% and improved shipment communications with their customers. In addition to reduced costs and increased customer satisfaction, King increased order visibility, providing information that was not being captured or reported in the past. This information now allows our client to proactively communicate all shipment checkpoints to accurately determine the arrival dates. Additionally, King performed analysis on historical data and helped recoup overages paid in duties and taxes while offering real-time tracking and shipment management tools. You could say it was a success of global proportions.

“We successfully worked with King Solutions to help streamline and take costs out of our supply chain.”  
**Mark Frederick**, Managing Director/President—Pinta Acoustic