



// PARTIAL-LOAD CONSOLIDATION

## THANKS TO KING, CLIENT CONSIDERS THEIR FRAGILE SHIPMENT NEEDS HANDLED. (With care, of course.)

### THE CLIENT CHALLENGE

What happens when you're working with a logistics program that offers just two modes of transport? You contact King. Our client's provider offered just TL and LTL, which was limiting their opportunities. Our client had shipment growth on the horizon, but freight costs were continuing to climb. In order to meet demands to decrease freight spend, they were in need of a strategic partner. And they required a mode of transportation that served in-between TL and LTL while reducing handling and claim exposure, avoiding exorbitant costs to replace damaged product. That's where we came in.

### THE KING SOLUTION

Our client knew that a shift in their current transportation and warehouse program would require creative solutions. Luckily, that's what King does best.

After initial assessments and a deeper dive into the client's needs, King acquired a thorough understanding of the company's current infrastructure and was able to provide flexible, collaborative, cost-efficient solutions. We constructed a partial service mode tailored specifically to our customer's requests. Shipments were consolidated at our 150,000-sq-ft. Minnesota facility, and were transported with our 140+ weekly truckload departures. Fragile freight was delivered direct from the line-haul trailer to avoid damage from LTL handling and dock-crossing.

And just like that, a solution was customized.

### THE END RESULT

The proof is in our product. King helped our client consolidate more than 200 shipments per month, resulting in significant freight savings, claim reduction and increased customer satisfaction. We delivered proactive communication with a dedicated account management team, and developed detailed tracking reports to monitor receiving deadlines. King also provided new racking, storage and loading procedures, which allowed the client access to improved inventory and order accountability. And all of that is, of course, just technical 3PL language for "happy customer."

"King Solutions has been a great partner in responsiveness and flexibility to make significant improvements in the supply chain. The partial mode option that has been utilized creates cost-saving opportunities that do not exist in the standard modes of transportation."

**Jason DeBus**, Director of Global Logistics PGBU-Cummins Power Generation