

A 20-year successful partnership with a \$28B global leader

WHEN THE TIMING IS JUST RIGHT

Customer Profile

A \$28B global leader in paper and packaging products

Business Need

International Paper (IP) needed a partner near central Georgia who could handle the storage and inventory tracking of palletized, corrugated agricultural boxes. The new supplier had to manage the distribution of boxes to IP's customers throughout the Southeast including dropped trailers and just-in-time deliveries.

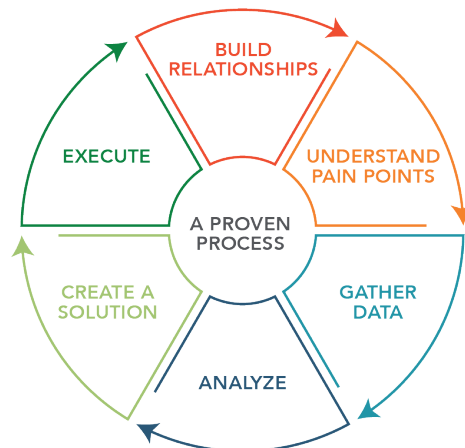
UCW's Challenge

- Expand transportation fleet and manage other carriers
- Manage a complex just-in-time delivery schedule with a pool of drop-and-swap trailers
- Customize WMS for reporting & productivity in IP's many unique systems
- Cross train and provide a flexible labor force to meet IP's seasonal demand
- Develop an alternative pricing model

Compelling Results

- Successful 20-year partnership between UCW and IP that continues to grow
- Exceptional service to demanding agricultural customers with just-in-time shipments
- Management of IP's seasonal demand with flexible labor
- A complex, tailored pricing model

UCW USES A PROVEN PROCESS TO CUSTOMIZE LOGISTIC SOLUTIONS FOR OUR CUSTOMERS' SUCCESS.



“UCW provides outstanding service everyday by going above and beyond to meet our challenges. They listen and react quickly to our needs and provide the space, labor and transportation services when we need them. This is the level of service that we expect from our suppliers and that we provide to our customers. This is why our relationship with UCW continues to grow.”

-Mitch, International Paper



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