



## A PARTNERSHIP BUILT ON SERVICE

### Customer Profile

A 141 year old Tier I and Tier II automotive supplier that leads the acoustical industry in fiber expertise and manufacturing capability.

### Business Need

Janesville Acoustics' supply chain includes inbound shipments of fiber and textile products from multiple locations throughout the United States. Their Just-in-Time production of acoustical panels for the automotive industry relies on timely delivery of their production inputs. Janesville needed an additional source of freight capacity that could provide reliable, prompt and cost effective service.

### UCW's Challenge

- Identify carriers with exceptional safety, reliability and service history
- Negotiate competitive rates with multiple carriers
- Monitor loads and provide constant updates and communication
- Respond to additional rate requests, RFP's and lane assignments

### Compelling Results

- Average MTM growth of 89% in the first four months
- Establishment of clear and useful channels of communication
- Implementation for customer interface of TMS for transparency
- Capacity created for hard to cover weekend, late pick up and holiday loads
- Supply chain flexibility to speed reaction time for changes in freight origin

*“UCW Logistics has been a proven, reliable partner in our supply chain, originally assisting us with difficult evening and holiday loads. Their attention to detail, great communication, and responsiveness have proven key on numerous occasions. The level of service they provide ensures that we will continue to grow our working relationship.”*

- Kathryn, Janesville Acoustics



#### HEADQUARTERS

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

