

SCHNEIDER DEDICATED PROVIDES SMART CAPACITY SOLUTIONS AS A RESULT OF CUSTOMER GROWTH

BACKGROUND: COMPANY GROWTH LEADS TO EXPANSION

One of the world's largest specialty retailers has stores across North America. Continuing to see successful sales results and increased product demand, the retailer decided to open an additional distribution center (DC) in the Great Plains area.

Schneider has a long-standing relationship with the retailer, which began with Van Truckload. The business has also grown to include Dedicated, Intermodal, Final Mile Delivery, Cross-Dock and Brokerage. Schneider provides consistent capacity solutions, especially during the retailer's busiest time of year – spring – when capacity commitments increase by 50 percent or more.

SITUATION: BUSINESS GROWTH LEADS TO NEW OPPORTUNITY

Once the new cross-dock DC was open, the retailer required additional capacity to service existing markets in the Midwest.

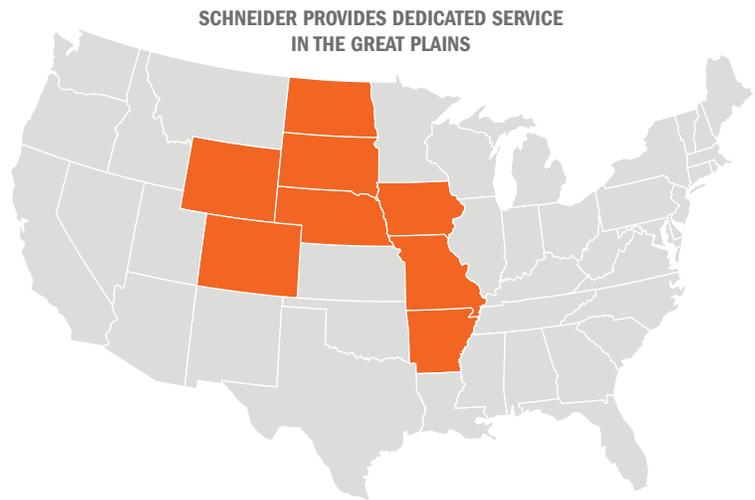
With a robust understanding of – and successful history with – the retailer under its belt, Schneider hit the ground running.

SOLUTION: SCHNEIDER DELIVERS CRITICAL CAPACITY AND SOLUTIONS

Because Schneider had experience with similar work in other parts of the country, the transportation provider confidently stepped in with a solution to secure the critical capacity needed by the retailer.

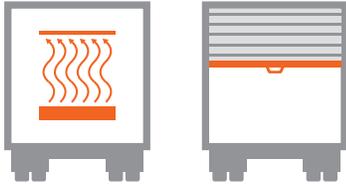
From the facility in the Great Plains area, Schneider Dedicated services several states throughout the Midwest, including Missouri, Arkansas, Colorado, Wyoming, Nebraska, North Dakota, South Dakota and Iowa. Schneider works directly with customer operations on-site to determine the quantity and location of upcoming loads.

This allows Schneider to forecast capacity needs and shape work schedules to accommodate those needs.



A combination of on-site staff, weekly meetings and ongoing communications powers Schneider's ability to be flexible and quickly adapt to changing goals. The on-site staff is available 24 hours per day, for whatever the customer or drivers may need.

Schneider also handles seasonal surges through a mix of transportation solutions, including team drivers and additional trailers as needed.



Schneider plays an integral part in the type of equipment offered. In winter months, Schneider provides heated trailers to safely transport water-based products to stores that experience below-freezing temperatures.

Schneider also provides roll door trailers, an initiative within the customer's supply chain to help stores and drivers improve loading and unloading efficiency.

RESULTS: SCHNEIDER SOLUTIONS MAKE THE EXPANSION A SUCCESS

The retailer was able to open a new DC without a wrinkle thanks to Schneider's reliable capacity and on-time delivery. Other accomplishments include:

- Schneider growth from 57 to 96 retail locations in the four years serving as sole outbound carrier
- Exceeded 98.7 percent on-time delivery goal (98.8 percent)

Schneider's service and capacity, combined with flawless on-site communication and innovation, continues to earn its opportunity to grow with the retailer.

