



# 4PL SOLUTIONS

## Business Profile

- Industrial Glove Supplier
- Founded in 2014
- U.S. and UK Sales

## Business Challenge

The client needed to optimize load plans and transport containers to the port in China more efficiently.

## Logistics Plus® Solution

Broke down the purchase order and created virtual load plans using 3-D modeling software to fill the gaps.

## Results

- Identified 25 new pallet positions
- Increased the PO by \$250,000
- Successfully transported the goods

## Optimized Load Planning

### Business Profile

This industrial glove supplier was founded in 2014 by industry veterans who previously held executive and technical leadership roles spanning many different industries. The team has 60 years of combined working experience in the industrial and retail glove industry as professional buyers, sellers, and marketing directors.

The client offers only the highest quality products in the glove industry and they have positioned themselves in the marketplace with innovative, breathable, and protective technology.

### Business Challenge

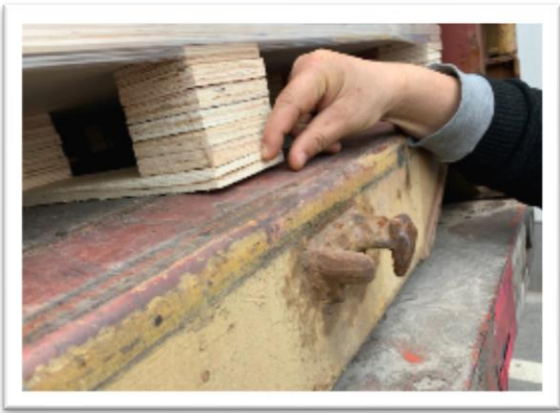
The client received a large purchase order (27 containers of product) from a major big box retailer. Since the Excel file representing the purchase order had hundreds of lines and dozens of columns, building the container load plan was extremely complex. With limited internal resources, the Faro Solutions team needed help deciphering and analyzing the data.

The client indicated how many cartons should fit on a pallet, and how many pallets should fit in a container. In many instances, the number was off because the overhang of boxes and stack-ability of pallets wasn't taken into consideration. Essentially, the original load plan featured wasted space.

The main issue was that the final load plans and container orders were due in a few days notice. In addition, the shipments were FOB Origin Port meaning that the client was responsible for moving the freight from the factory to the port in Shanghai. The client had no contacts in China and did not know how to go about accomplishing this goal.



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“Thanks for everything. Your entire team was so helpful throughout this process!”

- *Director of Operations*

### Logistics Plus® Solution

This challenge required a three-part solution:

1. The Logistics Plus “Delta Team” first broke down the details of the purchase order in Excel to understand the dimensions of the individual cases and number of cases allowed on a pallet. This allowed the LP team to find the true dimensions per pallet of product. Logistics Plus was used as a dedicated consulting resource to facilitate this analysis.
2. The LP team took the verified dimensions of the cases and pallets to create load plans that reflected the order quantities. This was done using 3-D modeling software. Using the visual load plans, Logistics Plus filled the gaps (empty space) with additional product so that the containers were fully optimized. Once completed, the client provided the load plans to the factories to ensure that the containers were loaded properly.
3. Logistics Plus created commercial invoices and packing lists based on the load plans to facilitate the international shipping of these products.



### Results

Logistics Plus worked tirelessly to analyze the purchase order and provide finalized load plans within the allotted time. The LP Delta Team identified 25 open pallet positions which increased the purchase order by roughly \$250,000. After the successful completion of the load plan, the client asked Logistics Plus to provide the FOB transportation service in China. This opened a new opportunity for the Logistics Plus China team to sequence and orchestrate container shipments and steamship bookings that met the needs of our client.



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