



# Helping a Leading Auto Parts Manufacturer Modernize Shipping



Scalable Technology

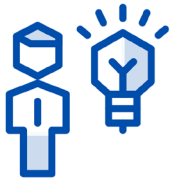
Technology and expertise drive cost avoidance



Market Expertise

## CHALLENGE

AGS, a leading manufacturer of specialty automotive products, was managing transportation logistics through traditional and outdated means, overspending and missing opportunities for improvement. Their Private Equity investor referred AGS to KDL Logistics. KDL won the assignment in a competitive bid against the existing 3PL partner.



Business Understanding

## KDL Approach

KDL implemented a technology program designed to start at a comfortable level then scale automation to AGS's operation, with a level of transparency that AGS had not experienced before. KDL was able to bring market insight and new ideas, like treating freight as a profit center. Outdated routing guides and rate processes were replaced with automated live quoting, delivering a competitive advantage in a fast-changing market.



**KDL actively engaged in ways to give us a competitive advantage, not only focused on cost, but how to make logistics a benefit to the company. They are a partner who is always looking out for our best interest and have a stake in our success. I am accountable for our freight spend and on-time shipment, and this technology helps me and my team perform better. "**

— Chris Dewey  
Director, Supply Chain Operations

## RESULTS

The savings KDL projected were significantly higher than the competing 3PL, but actual savings were even greater than expected. Freight and invoice consolidation was a considerable time saver and reduced demand on the accounting team. This modernized approach is delivering significant cost avoidance in the "new normal" environment.

**People Drive Logistics**

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