



Photo: © Michael Neuhaus

## Case Study (Iowa City) – leading through innovation

### Task

- Provide service on-site at client's largest global DC campus for health and beauty products
- Extend scope into client's US fabric care operations
- Manage complex budgets and perform to best in class service levels
- Provide value-added services specific to the needs of each plant, including: laboratory, store-room management and kitting

### Solution

- Delivered improved automation and enhancement to material handling equipment and processes (Layer pick, voice pick, ELS, count-back MHE, CHEP management etc.)
- Pricing structure that shares risk and reward and reinvests any rewards in future innovation

### Key facts

- Identify a global 3PL partner to manage finished goods logistics and provide manufacturing support services at large US campus operation
- DB Schenker performed a seamless transition, implemented extensive continuous improvement programs and defined an innovative pricing structure
- Delivered well over \$10 million in validated cost savings and included in client's global strategic partnership program.

### Customer benefits

- Shared savings through a Gain Share program
- Best practices shared between all operations
- Excellent performance in client's quality program – QAKE
- Award of Globally Best DC in 2011
- Ongoing support of 'Innovation' concept, including programs to reward employees

Please note: this is only a small selection of examples.



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## DB Schenker in Scotland has barrel loads of support for our Scottish whisky customers ...

We have a global team of 91,000 staff across 2,000 offices in 130 countries and including our four locations here in Scotland (Aberdeen, Glasgow, Grangemouth and Eurocentral – Mossend). So whether you have prepaid shipments or if you require "end to end" own office support on FOB movements, you've got a whole host of new trusted friends to help support you in your logistics requirements.

Taking years to mature and sometimes allowing mere days to arrive at your customer, we deliver unique, secure, reliable and cost effective solutions that ensure we "Keep Your Whisky Flowing" by air, ocean and rail. So why not email us today for a quick and competitive quote and "sample" our service.

Please note: this is only a small selection of examples. Contact us!  
[airwhiskyquotes.uk@dbschenker.com](mailto:airwhiskyquotes.uk@dbschenker.com)  
[oceanwhiskyquotes.uk@dbschenker.com](mailto:oceanwhiskyquotes.uk@dbschenker.com)  
[www.dbschenker.co.uk](http://www.dbschenker.co.uk)

### **A Unique Blend of Experience and Solutions:**

- **Underdeck stowage** – for FCL Containers and extended rate validities thanks our market position as the largest importer of containers into Scotland and our export volume commitments and buying power with the major shipping lines.
- **Free Collections** – for LCL Ocean Freight orders – consolidations worldwide.
- **Quick and competitive** – responses Air and Ocean Freight enquires using our dedicated email addresses.

- **Safe, Secure and Sustainable** – 45ft Container Movements by rail within the UK and Europe, with the added benefit of just 1.5% the CO<sub>2</sub> of truck movements.
- **Packing Solutions** – Airfreight packing and security wrapping/tamper tape for further safety.
- **Full order management** – through our online logistics management tools, e-booking and free iPhone app.
- **Local staff** – a dedicated team of experienced operators who will work with you to find creative solutions to meet your requirements.



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## Meet one of our Friends – Isle of Arran Distillers

Isle of Arran Distillers is one of the few remaining independent distilleries in Scotland located on the said island off the country's west coast.

Due to their location, the distillery has traditionally outsourced their warehousing and associated supply chain needs to forwarders within the central belt of Scotland, thus allowing their customers easier access to their stock of goods.

For over seven years they have utilised DB Schenker's 32,000 square foot, Excise approved facility at Hillington, Glasgow. As one of the world's largest logistics providers, DB Schenker is in a position to offer a true global supply chain solution that met, and exceeded, the distillery's quality and service requirements. From day one, Isle of Arran have been impressed with the consistent levels of customer service and the general enthusiasm offered towards their business from the DB Schenker team at Glasgow.

DB Schenker provide bonded storage for a considerable number of pallets, have constantly looked at improving the distillery's service standards, product visibility, customer service, faster cycle times, have reduced the overall cost base and offer product re-work when required.

### What were the results?

Today, because of the solutions package and implementation process developed by DB Schenker- particularly regarding customs management, increased product visibility, higher service standards and greater security, the Isle of Arran's supply chain is smoother and more efficient.

Keeping their single malt scotch flowing freely to a customer base that stretches worldwide.

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a small selection of examples.**