

# CASE STUDY: ALBAUGH

## FINDING:

ALBAUGH FINDS EXTENSIVE  
DATA AND VISIBILITY WITH  
TRINITY'S MANAGED  
SERVICE RELATIONSHIP

## HIGHLIGHTS:

11%  
UNDER DAT MARKET

8%  
DECREASED TOTAL  
LTL SPEND YOY

98.1%  
ON TIME DELIVERY

97.1%  
ON TIME PICKUP  
PERFORMANCE

# TRINITY LOGISTICS

PEOPLE-CENTRIC | TRANSPORTATION | TECHNOLOGY

## ABOUT ALBAUGH

Albaugh, LLC is an international leader in post-patent crop protection products with a direct presence in key agricultural regions of the world. Albaugh's focus on efficiency is a critical business component and is embedded in the teams responsible for active ingredient sourcing, supply chain, manufacturing, production, and sales support.

## THE CHALLENGE

Due to manual entry, Albaugh was duplicating the steps in their process, which led to errors and wasted time. They wanted a Transportation Management Solution that would cut their manual processes and duplication of work while effortlessly integrating with their ERP. Additionally, better analytics and reporting were needed to assist with managing change and freight spend.

## THE SOLUTION

Albaugh chose Trinity Logistics as their single service logistics provider because of extensive offerings of the Integrated Outsource solution and their expert team dedicated to freight optimization. In addition to providing extensive data visibility and custom reporting, Trinity has arranged an on-site freight management professional to make coordinating shipments seamless.

## THE RESULT

Trinity's sophisticated technology platform and strategic management, Albaugh has been able to position themselves for company growth, profitability, performance, and cut risk exposure.

Albaugh has experienced:

1. Decreased TL Truckload freight spend by .31 cpm linehaul YOY 2018 to 2019
2. 11% under DAT market averages
3. Decreased total LTL spend by 8% YOY 2018 to 2019
4. Savings by removing accessorial pallet jack charges
5. Implement changes to eliminate unnecessary software licenses
6. Achieved 98.1% on time delivery performance
7. Achieved 97.1% on time pickup performance

“ We have had tremendous growth over the last 3-4 years. This would not have been possible without the level of service and expertise Trinity Logistics provides. They are a true strategic partner in a very dynamic environment. ”

Travis Lawson – Production Manager



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