

CASE STUDY: AMERICAN BOX & RECYCLING



ABOUT THE COMPANY

American Box & Recycling began in 1956 in Pennsylvania, by helping local companies give corrugated shipping boxes a second life through a reuse program that was very much ahead of its time. Throughout the years, American Box has collected other recyclable materials and created landfill diversion programs for companies both large and small.

Today, American Box is working to inspire organizations to break the status quo when it comes to waste and recycling programs. In 2022, the company diverted over 43,000 tons of waste from regional landfills. In the last 10 years, the company has given over 140 million cardboard boxes a second life through one of their innovative reuse programs.

American Box has grown to additional facilities in New Kensington, PA; Tipp City, OH; and Shelby, NC.

THE CHALLENGE

Prior to utilizing Trinity Logistics, American Box's business development team was responsible for booking and tracking all their own shipments. The company realized that their costs were misaligned, and their team was wasting valuable time hunting trucks, finding replacements for dropped loads, and paying multiple vendors. They needed a single-solution provider that could simplify their day-to-day process and act as a true partner to the business.

THE SOLUTION

Trinity Logistics stepped in and flawlessly began managing the company's less-than-truckload and truckload shipments. In addition to managing all of the company's inbound and outbound shipments, Trinity also created a custom integration into their CRM, saving their team from using multiple systems to book and monitor the status of their shipments.

THE RESULT

Since working with Trinity Logistics, American Box has seen 60 work hours returned to their business development team. They've also seen a cost decrease of over 15 percent on their most common lanes. With the integration Trinity built into the company's CRM, they've seen much stronger visibility into the status of shipments and costs, helping them improve on their business decisions and capture more freight revenue.

"Working with Trinity has been an absolutely amazing experience. They have simplified our day to day tremendously. I don't feel like we are just a customer – I truly feel like we have a business partnership. Trinity is just as invested in our success as we are. Everyone on the team at Trinity cares about not only us, but our customers too. Recommend 100%!"



Brandon Spradlin, President