

CASE STUDY: L&J FARM LLC



ABOUT THE COMPANY

L&J Farm LLC is a licensed and registered trucking company based out of East Granby, Connecticut.

HOW IT ALL STARTED

Len at L&J Farm was looking for available shipments to cover his trucks. What he didn't expect to find was a people-centric 3PL looking to build a dedicated relationship with his company that would help his business grow.

Len admits the first year of shipments with Trinity were a little tough, as his drivers were facing challenges with the pick-up and delivery of the first few shipments they were on. Yet, Trinity took the time to not only listen to Len's feedback but follow up with the shipper to provide a better carrier experience. Experiencing Trinity's best-in-class experience first-hand, Len looked forward to what was quickly becoming a long-standing business relationship for L&J Farm.

HOW IT'S GOING

L&J Farm has continued working with Trinity Logistics for over six years and is still going. Len says Trinity Logistics is now their primary broker to work with and estimates roughly 65 percent of his company's shipments are hauled through Trinity.

Since starting with Trinity, L&J Farm has seen a load count growth of over 300 percent, averaging a growth of 50 percent year over year. When L&J Farm started hauling with Trinity Logistics, they only had two trucks but have since added three more trucks and signed on new employees.

Load Count Growth

300%

Growth YoY

50%

"Trinity's transparency and the people you get to work with are above what you get from most brokers. And in this business, it really comes down to those people you work with. Trinity is special in the way that they take the time to learn who you and your company are, what your needs are, and we even talk about topics outside of our work. Over time, our relationship has grown where I think of my Trinity relationship, Bradley, as a friend. They go out of their way to send nice things like gifts around the holidays. They take extra care with any issues we may come across with on loads. At Trinity, my company isn't just a number to them or someone to move the load. They treat us like we're an extended part of the company and that means a lot in this business."

Len
L&J Farm LLC