

CASE STUDY: JP LOGISTICS



ABOUT THE COMPANY

Established in 2012, JP Logistics Inc started as a one-truck carrier company, centrally located in the suburbs of Chicago. Fast forward to today and they have over 120 trucks and 300 trailers available to service those in need of dedicated, expedited, and drop trailer services within the Midwest region. JP Logistics Inc prides itself on providing safe, reliable, and professional short-and long-distance transportation services for all its business partners.

HOW IT ALL STARTED

JP Logistics Inc needed help covering some trucks, which started its relationship with Trinity Logistics. For the first few years, Trinity Logistics helped them cover the one-off shipments they needed, primarily on the spot market. JP Logistics Inc found that Trinity Logistics was easy to work with and good at matching the rates they needed for their business.

HOW IT'S GOING

Year after year, JP Logistics Inc ran more shipments with Trinity as they adjusted to each other's needs. JP Logistics Inc began to handle more live loads and unloads, along with drop-and-hook shipments, finding more consistent freight volumes from Trinity. From 2017 to 2024, JP Logistics Inc saw roughly a 99 percent increase in load volume from Trinity, with an average year-over-year growth of 37 percent.

“Trinity was always good to work with, but as they began to learn about our company needs and goals, that was when our relationship really began to grow. Trinity went from being our eighth or ninth largest partner to fifth in just about a year. They helped us gain stable load volumes to improve our network while we provide them stable capacity. The prices are decent and overall, it's a very easy relationship to have, they're always quick to solve any problems that may come up, and they keep their word.”

Ely
JP Logistics Inc