



NEWS RELEASE

350 Old Airport Road
Wooster OH 44691
330.264.7400

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CONTACT INFORMATION:

Deb Jenkins, Corporate Administrative Coordinator – deb.jenkins@dsdistribution.com
330.264.7400 Ext. 1915 or Cell: 330.749.3684

Analysts Predict Strong Growth in Global 3PL Market *Growing Awareness of 3PL Advantages the Leading Factor*

WOOSTER--The global market for Third Party Logistics (3PL) is projected to reach \$1.2 trillion by 2022 according to multiple global strategic business reports. Increasingly complex supply chains, the explosion of e-commerce and the demand for faster delivery are only part of the reason for the increase in demand. Today more than 95 percent of Fortune 100 companies and over 80 percent of Fortune 500 companies use dedicated 3PL services.

Utilizing a 3PL provider results in a smoother, more streamlined supply chain making the process of marketing and selling the products much easier. Outsourcing logistics operations to the experts keep companies focused on their core competencies. "It is not enough to concentrate primarily on supply chain execution. We need to also concentrate on improving our clients' ability to sense changes and patterns in demand and their environment earlier than their competition," said **Jon Ansel, President of D+S Distribution.**

Customized and value-added services are the mainstay at D+S Distribution. Close attention to industry shifts, customers' need to react swiftly and 30 years of experience in supply chain management have placed the company as one of the best inside the regional market. Eighty percent of the top 40 clients have been with D+S Distribution for 10 to 15 years. "Longevity with a client creates a reciprocal strategic partnership where innovative business solutions can develop," added Ansel.

Technology is a key to more efficient and flexible operations. Everything is utilized to better communicate and

integrate with the customer according to **Kevin Trent, Vice President of D+S Distribution**. The infrastructure provides 100 percent uptime during a 12-hour period Monday - Saturday and is solid in replicated systems and connectivity.

D+S Distribution also employs a strong network protection mechanism against cyber threats.

Rising demand for reducing shipping costs and managing on-time deliveries will also fuel the growth in the 3PL sector according to industry experts. Integrated Logistics Services (ILS), an affiliated entity of D+S Distribution, answers client transportation solutions. ILS operates under a powerful logistics platform with an expanded carrier base and a Cloud-based system providing continual, real time information to clients. Freight management services include courier services, rail, international, air and intermodal.

"We have dynamic, visual data tools and dashboards that let our clients view freight spending and load volume 24/7 in multiple dimensions. Clients can research load volume, cost-per-pound, cost-per-mile and cost-per-load plus a variety of other points," explained Trent.

The use of a 3PL eliminates the need to invest in transportation, warehouse space, technology and staff. By leveraging relationships and volume discounts manufacturers, distribution companies and others with supply chains can achieve faster service and lower overhead.



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