



NEWS RELEASE

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Substantial Growth Required Precise Timing

D+S JIT Inventory is a Game-Changer

WOOSTER-Just-in-Time inventory systems are based on having the right material, at the right time, at the right place and in the exact amount needed – something D+S Distribution has refined over its 32 years in the 3PL and transportation business. Vertical alignment and long-term relationships with customers Nordic Light, Stanley Electric, Honda of America, Lincoln Electric and ArtiFlex are some of the reasons D+S Distribution easily adapts to exceptional client growth.

Recently, International Paper (IP), one of the world's leading producers of corrugated packaging, needed additional warehouse space to accommodate projected company growth. An additional 75,000 sq. ft. was needed for the IP expansion according to **John Kraft, General Manager for D+S Distribution.**

Within three weeks, D+S signed a lease on an additional warehouse, acquired the needed material handling equipment and put a staff in place to work the operation. All was done without any interruption to the flow of current customers added Kraft. The process also included moving over 100 truckloads of existing inventory to a new location.

"We vacated 45,000 Sq. Ft. inside our Nichols A facility to accommodate the inventory growth for foodservice giant, Fresh Mark," said Kraft. "IP customer Shearer's Foods Inc. was relocated to our newest location on Venture Blvd. in Wooster."

IP and D+S Distribution began a partnership in 1998 with a contract for JIT shipments to the Hoover Company in Canton, Ohio. The American vacuum cleaner company looked to improve inventory turns and needed space to expand manufacturing. Warehousing months of corrugated in anticipation of sales was not a viable use of space for Hoover. D+S worked with IP providing 10,000 Sq. Ft. of warehouse space for some of Hoover's high volume corrugated boxes.

“We introduced JIT delivery in one to two daily intervals for Hoover. It was a game changer,” said **Jon Ansel, President of D+S Distribution**. Instituting the JIT inventory system developed at D+S Distribution enabled IP to produce economical runs of corrugated containers for Hoover. High volume inventory runs made it possible for IP to pass savings on to the vacuum cleaner company. This same practice is still in operation today.

The next big collaboration involved Rubbermaid. It took the plastics giant two years to buy into off-site JIT inventory according to Ansel. The move alleviated 3,000 pallets and opened up 70,000 Sq. Ft. at Rubbermaid’s Wooster headquarters. Both the Hoover and Rubbermaid projects grew significantly in the early 2000s and D+S expanded IP’s footprint to 90,000 sq. ft. at RAYCO A facility inside Wooster.

Today IP corrugated is stored in 10 D+S facilities with the total warehouse space exceeding 275,000 Sq. Ft. D+S manages 40 IP customers and nearly 800 SKUs of IP corrugated. IP holds the distinction of being D+S Distribution’s longest standing partner.

“Superior supply chain management processes like our JIT inventory system, is one element that differentiates D+S Distribution from our competition,” said Ansel. “We concentrate on improving a client’s ability to grow its core business. When our clients flourish, we expand with them.”

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