



## NEWS RELEASE

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### **D+S Distribution Reconnects with Plastipak on Spotter Service**

**MEDINA**-It's been 13 years since D+S Distribution and Plastipak worked together. The two businesses completed a three-year contract in 2005 when Plastipak was ready to internalize its spotter service. Over the years the two companies kept in touch and in 2018 both entities saw a reason to reunite.

"Our work with Plastipak is a classic example of a 3PL initiative. Customers regularly evaluate if work is best done in house with company assets and associates or if outsourcing is the better decision. We believe D+S contains costs, drives value and makes it possible for our clients to concentrate on their core competencies," said **Kevin Trent, Vice President and Principal at D+S Distribution.**

Plastipak is a global leader in the rigid plastic packaging and recycling industries. It operates at more than 40 production sites across the globe servicing clients in the carbonated soft drinks and water, consumer cleaning, food and dairy, automotive, personal care and alcoholic beverages. The contract service D+S provides is referred to as a spotter service.

D+S does similar operations for other clients. Plastipak is unique because of the sheer daily volume according to Trent. Whiteline Express, Plastipak's trucking firm, is the D+S customer at the Medina facility. The 24/7 operation requires highly focused engagement with the team's drivers in coordination with Plastipak.

D+S invested nearly \$300,000 in the venture purchasing three yard tractors. Two trucks run daily with the third as a backup guaranteeing uninterrupted service. The six-person driver team move product to and from the docks and back and forth from the warehouse approximately one-half mile away from the plant.

The work is not easy according to **Esther Kulenich, Director of Transportation Operations for D+S/ILS.** "It is a highly transactional position. Drivers are in and out and closing doors many, many times an hour. The snow was also a factor this year however the client knows and understands the process because they did it," said Kulenich. Since the trucks are held to 45MPH or less, D+S needed to identify new vendors to support the trucks. Fuel, maintenance, DEF and other supplies were established in Medina.

The operation was up and running within three weeks and to date, there have been zero interruptions in service according to **Gene Whipkey, Transportation Operations Manager at D+S/ILS**. "Securing and maintaining drivers is always the challenge. The Plastipak fleet is not connected with the normal D+S fleet. It is a stand-alone operation. Conscientious, dedicated drivers is the only way the system works," said Whipkey. The Operations Team talks to each driver at least weekly and visits the location often.

"The drivers do a great job supporting each other and taking care of the equipment. This is a different business model from our Wooster-based fleet because this customer is not a current warehouse account and it does not have a Wayne County presence," said Kulenich.



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