



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

Long Term Supply Chain Relationships Go Beyond Logistics *D+S Fits Programs to Customers' Requirements*

WOOSTER-Successful long-term supply chain relationships garner much more than cost efficiencies and economic conveniences. The collaboration works to meet customer demands, grow markets and increase competitive market share. In short, outsourcing the logistics function to a third party provider (3PL) frees up resources for businesses to focus on core competencies.

"We design and personalize programs to fit our customers' requirements," said Jon Ansel, President of D+S Distribution. "We provide an integrated operation that can be scaled and adapted to any customer need and our services go beyond logistics to include value-added services."

A 12 year strategic partnership between BabyBjörn /BabySwede and D+S Distribution is a great example of specialized supply chain processes according to Ansel. A major portion of the 100,000 square feet inside the Snow Road, Cleveland facility are dedicated to receiving, assembling, kitting, packaging and shipping the entire product line for the giant Swedish retailer. BabyBjörn's world-wide sales are projected to hit over 100 million by 2018.

In March 2016, D+S Distribution's London facility expanded services to accommodate priority partner Stanley Electric. Stanley Electric manufactures automotive lighting equipment for two major customers, Honda and Nissan. It also manufactures all the service parts for Stanley products from years 1988 to present. Since 2003, D+S Distribution has handled all contract packaging of service parts for network dealers. The London location has packed and shipped over 10 million pieces in seven years without an error.

Technology is the key to a more efficient and flexible operation according to Kevin Trent, Vice President of D+S Distribution. "We leverage IT resources to benefit the client. Our department is more focused and nimble allowing us to respond to the customer's business

needs and provide real time information. Everything is utilized to better communicate and integrate with our customers,” said Trent.

The D+S infrastructure provides 100 percent uptime during a 12-hour period Monday through Saturday and an automatic fail-over and fail-back to a secondary server.

Long term supply chain relationships create an environment of developing innovative solutions to problems and challenges. Collaboration is crucial as supply chains become more and more complex with multiple suppliers in multiple locations. “It is not enough to focus 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 Ansel.

Stanley Electric and BabyBjörn /BabySwede are only two of the long-term supply chain clients with D+S Distribution. Eighty percent of the company’s top 40 clients have been with D+S Distribution for 10 to 15 years.

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