



NEWS RELEASE

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International Paper Is Longest Standing D+S Customer *22-year Partnership Started Small and Continues to Grow*

WOOSTER--D+S Distribution and International Paper launched a partnership in 1995 with a warehousing contract covering Just In Time (JIT) and sequencing for the Hoover Company in Canton, Ohio. **Jon Ansel, President of D+S Distribution,** smiles when he recalls the early connections with one of the world's leading producers of corrugated packaging, pulp and paper. "You just never know when you connect with a new partner where it will go," said Ansel. "International Paper is a great business reminder to always work to solve your client's challenges, help them grow and you grow and succeed with them."

The 22-year collaboration began with 35 SKUs, inside 25,000 square feet, delivering five to seven loads weekly to Canton. Today the premier manufacturer of containerboard occupies 145,000 square feet of warehouse space with over 425 SKUs. D+S runs 30 to 40 truckloads in and out daily for more than 40 International Paper customers.

International Paper creates industrial and consumer packaging. The company's containerboard mills and box plants create shipping, storage and display units. Its coated paperboard business is a premier producer of packaging for the foodservice industry. It also produces paper and cellulose fibers used as an absorbent in products like baby diapers. The North America recycling division recovers, processes and sells several million tons of corrugated packaging and paper annually.

Third-party logistics (3PL) and supply chain management allow a company to concentrate on its core business, frees space for improved operations and saves money according to Ansel. "Our customers prefer not to store finished goods and their customers are not prepared to store excess inventory. In the case of International Paper, it runs high volumes of inventory, stores it with us and we delivery it as needed," said Ansel.

Nordic Light, Lincoln Electric, BabySwede and D-Terra Solutions all started as small projects. Today those four clients occupy nearly 400,000 square feet of warehouse space across multiple locations utilizing various value-added services including transportation.

“Long-term strategic partnerships are a hallmark at D+S Distribution. We continue to design supply chain programs that shift and grow with the needs of our clients. Their success is our success,” said Ansel.



Nichols A, one of D+S Distribution's Wooster warehouses, oversees more than 425 SKUs for International Paper.

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