



NEWS RELEASE

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ILS & Seaman Corporation Build New Comprehensive Strategy ***Powerful Logistics Platform Key to Real Time Information***

WOOSTER--Sometimes the answers to the most pressing business issues are right down the street – literally! When Dave Winter, Supply Chain/Procurement Manager at Seaman Corporation on Venture Blvd. required a new comprehensive transportation strategy he reconnected with Integrated Logistics Services (ILS) – right down the street.

Today's business requires a comprehensive transportation strategy covering both inbound and outbound shipping. The competitive edge requires transportation managers have access to a company's entire supply chain to develop a plan across the network. Complete freight management is not just trucking according to Craig Moses at ILS. It includes courier services, rail, international, air, intermodal and warehousing abilities. ILS manages freight from seven locations for Seaman and ships to the company's customers, warehouses and job sites.

One point of contact, real time reporting, on-time deliveries and lower pricing are key ingredients to a successful transportation strategy. Finding these services locally is an added benefit. "Working with a local partner can result in a perfect complement to both businesses," said Esther Kulenich, Director of Transportation Operations at ILS. "It makes implementation so easy. If needed, we can be onsite at a moment's notice to address and resolve some challenges in minutes."

D+S Distribution formed its transportation/freight brokerage division in 1998 as a way to service existing clients. Today ILS operates under a powerful logistics platform with an expanded carrier base and a Cloud-based system providing continual, real time information to clients.

"We have dynamic, visual data tools and dashboards that let our clients view freight spending and load volume 24/7 in multiple dimensions," said Kevin Trent, Vice President for D+S Distribution. "As we book transportation loads the information is stored in a proprietary

data base. Clients can research load volume, cost-per-pound, cost-per-mile and cost-per-load plus a variety of other points. They also have the option to build their own customized dashboards and reports.”

Many clients have not fully developed a complete picture of their transportation services according to Trent. “By pulling transportation data from a variety of sources into a common platform ILS is able to give our clients a broader view of their shipping delivery patterns and of their transportation spending trends,” said Trent.

Seaman Corporation is a global leader in the development of a broad range of high-performance fabrics. It has developed innovative fabric solutions for the roofing, civil engineering, architectural and marine industries.



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