



## NEWS RELEASE

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### **ArtiFlex Stamping Dominates Auto Service Parts *Partnership with D+S Began in the 1990s***

**WOOSTER**--One constant aspect of business, regardless of the economic environment, is the benefits originating from long-term relationships. At D+S Distribution, eighty percent of our top 40 clients have been partners for 10 to 15 years. ArtiFlex Manufacturing partnered with D+S Distribution in the 1990s occupying less than 70,000 square feet. Currently, the tooling and stamping giant is the sole customer inside the Nichols C facility.

When the partnership began, the company was known as Gerstenslager. It was acquired by Worthington Industries headquartered in Columbus, Ohio and subsequently purchased in 2011 by ArtiFlex Manufacturing. It is a world leader in low volume stamping and assembly. The Wooster plant provides automotive service components and metal replacement parts to Original Equipment Manufacturers (OEM) for Ford, Chrysler, BMW and Honda.

The Nichols C facility is the third transition for ArtiFlex according to Jon Ansel, President of D+S Distribution. The project began in a vacated Volvo Plant in Orrville, Ohio, then transitioned to a facility in Ontario, Ohio. In 1999 with the departure of Newell/Rubbermaid, the project was returned to Wooster generating a \$750,000 annual freight cost deduction for ArtiFlex.

“In business, we always talk about partnerships and how critical they are to success. D+S Distribution has been a key partner for us since the mid-1990s. They are always sensitive to our business needs during different economic times and always work with us in creative and thoughtful ways to address our specific situations. D+S Distribution is a true professional and caring organization that assists us in many ways,” replied Scott Hockman, Director of Materials at ArtiFlex Manufacturing.

The automotive service parts business typically generates the largest share of OEM and dealer profits. Managing that business depends on solid processes and technology to track product and shipments. Today ArtiFlex occupies 210,000 square feet at Nichols C – the entire facility. At any given time, there are roughly 1,000 racks and 7,000 units of product inside the warehouse. The facility tracks approximately 650 SKUs and manages, on average, 350 truckloads per month.

“Superior supply chain management processes is one critical element that differentiates D+S Distribution from our competition. Long-term relationships provide another significant element. Longevity with a client creates an environment to develop innovative business solutions for our customers. ArtiFlex is certainly a perfect example of a successful collaboration,” said Ansel.



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