



CASE STUDY:

CONTAINING WAREHOUSE OPERATIONS & COSTS



Sports accessory firm addresses startup logistics with Warehouse Services Inc. distribution systems.

COMPANY BACKGROUND

A major sports accessory distributor with offices in the United States and abroad.

BUSINESS PROBLEM

This client was in need of a “Pick & Pack” operation for its new product launch. Being a new business, it was difficult for them to secure 10,000 ft² of space that could service their new product launch. Warehouse Services Inc. responded by providing favorable terms and seed financing to support the startup of this new business. Warehouse Services Inc. setup operations for this client in Henderson, Kentucky within six months.



WAREHOUSE SERVICES INC. CHALLENGE

- Set up order fulfillment with Warehouse Services Inc.'s proprietary Advanced Logistics warehouse management system (ALS)
- Develop interfaces that work seamlessly with this client
- Provide assets & capital to support the startup of the operations
- Work to eliminate ineffective handling through development of in-house value-added services



COMPELLING RESULTS / RETURN ON INVESTMENT

- ✓ This client's business grew from \$5MM/yr to over \$70MM/yr.
- ✓ Distribution requirements grew from 10k ft² to over 150k ft².
- ✓ Product offerings SKUs (stock-keeping units) catapulted from 400 to 12,000.
- ✓ Value-added services included:
 - In-house creasing
 - Garment on hanger
 - Assembly & tagging operations

Distribution
cost is < 4%
of sales.