

# Supplying Flexibility and Visibility with Global Logistics Solutions



Gexpro®



CASE STUDY



# Global Logistics

## Gexpro transforms its global logistics network with NFI's customized solutions

Secure Capacity

Unparalleled Flexibility

Real-Time Transparency

Comprehensive Reporting

### An Award-Winning Partnership

In 2020, NFI received the Exceptional Service Award as a top partner from long-term customer, Gexpro Services. Gexpro specializes in developing and managing inventory management programs, designed to support manufacturing OEMs with their engineered products, fulfillment, and quality requirements.

### Capacity for Smooth Sailing During Peak Seasons

A partner since 2015, the relationship began when Gexpro began looking for a [global logistics provider](#) for critical shipments during peak season - lanes for which previous freight forwarders were unable to secure capacity. With contracts with the world's top ocean carriers, NFI was able to successfully leverage those partnerships to guarantee capacity.

### Unparalleled Customer Service and Flexibility

In 2016, Gexpro awarded NFI all of its full container load (FCL) business due to the value NFI was able to provide. With a focus on customer service, NFI continued to build its partnership with Gexpro. NFI was able to adapt and react quickly to resolve last-minute changes and surges, often during nights and weekends, furthering trust and developing personal relationships between team members. As NFI continued to provide agile FCL solutions over the next few years, going above and beyond to ensure customer success, Gexpro awarded NFI all trade lanes, including less-than-container load (LCL) in 2018.

### Real Time Transparency for Greater Insight

Gexpro supports OEMs across the world that are building highly complex products with short supply chain cycles and relies on full

visibility of shipment statuses and on-time performance. As a true end-to-end partner, NFI was able to provide more personalized service, including tailored track and trace technology for full transparency and in-depth analysis into suppliers, networks, and container utilization. This information allowed Gexpro to stay informed with real-time data on the life of their orders, products, and shipments.

### Comprehensive Reporting to Identify Opportunities for Operational Efficiencies

NFI also took initiative to provide regular reporting showing detailed and accurate performance metrics and measurements, such as number, weight, and volume of shipments — as well as insight into market trends. This visibility enabled Gexpro to communicate to their customers, as well as analyze their operations to offer insight into opportunities. With NFI's monthly reporting, NFI and Gexpro collaborated to analyze and implement new strategies to consolidate LCL volumes, reducing it by 50 percent over a six-month period. Since 2018, NFI has helped decrease LCL volume by 80 percent, maximizing Gexpro's FCL utilization and the effectiveness of its logistics investment. 🚢

# Global Results

**“NFI is a true partner. Across every area and level of the organization, we know NFI is committed to us and our success.”**

Gexpro Services



## 80%

Decreases in LCL volumes since 2018, maximizing FCL utilization.

## 50%

Decrease in LCL volumes over a 6 month period.

NFI Awarded with Gexpro's  
**Exceptional Service Award**  
as a top performer.

# Global Logistics Solutions at NFI

*NFI's global freight forwarding capabilities offer shippers an enhanced solution for international import and export shipments, offering superior service, attention to detail, and scalability so that you can focus on your core business.*



## Air Freight Forwarding

When you have time-sensitive inventory, high demand, or a new product launch, NFI's air freight forwarding solutions offer capacity and agility. Our team understands that a one-size-fits-all solution isn't always applicable when it comes to air freight; we provide tailored options that balance speed and cost.



## Ocean Freight Forwarding

As a dynamic global ocean freight forwarder, our completely customized LCL and FCL solutions optimize the cost and time of importing and exporting, so you can feel confident knowing your inventory will arrive safely and on-time.

**No matter your company size, reach customers across the globe with our ocean and air freight solutions →**



## End-to-End Supply Chain Solutions

NFI is a fully integrated North American supply chain solutions provider headquartered in Camden, N.J. Privately held by the Brown family since its inception in 1932, NFI generates more than \$2.6 billion in annual revenue and employs over 14,500 associates. NFI owns facilities globally and operates more than 50 million square feet of warehouse and distribution space. Its dedicated fleet consists of over 4,500 tractors and 12,500 trailers operated by 3,900 company drivers and leveraging partnerships with 500 owner operators. NFI has a significant drayage presence at nearly every major U.S. port, leveraging the services of an additional 1,500 owner operators. The company's business lines include dedicated transportation, distribution, brokerage, transportation management, port drayage, intermodal, global logistics, and real estate. For more information about NFI, [visit www.nfiindustries.com](http://www.nfiindustries.com) or call 1-877-NFI-3777.