

# Transforming Supply Chains with Transportation Management



CASE STUDY



# Innovating Supply Chains

## Lennox International transforms its network with NFI's Transportation Management Solutions

Enhanced Visibility

Greater Efficiency

Centralized Control Tower

Increased Savings



### How Lennox Transformed its Supply Chain with TM

Founded in 1895, Lennox International, Inc. has a long history of being a leader in commercial and residential climate control products. As it continued to grow, so did the complexity of its supply chain. With increasing consumer demand and heightened expectations, Lennox turned to NFI to transform its supply chain with a comprehensive [transportation management](#) (TM) solution.

### Enhancing Visibility & Transparency

NFI implemented a TM solution for Lennox, which previously operated as decentralized business units. With its proprietary technology, Navitrace TMS, NFI centralized Lennox's transportation network to provide a complete and real-time view of its supply chain.

With enhanced visibility to operational performance, Lennox was able to work with NFI to re-engineer its network to significantly improve efficiency and generate savings. As Lennox and NFI deployed the TM solution, NFI provided customizable business intelligence platforms and leveraged the flexible technology of Navitrace TMS to rapidly tailor and integrate additional capabilities through modular microsystems and accommodate growth and demand fluctuations.

### Engineering Efficiency & Savings

With centralized and comprehensive visibility, Lennox collaborated with NFI to identify opportunities, quantify value, and implement numerous enhancements to optimize its operations. Spanning load consolidation, P.O. alignment, mode conversion, business process adjustments, vendor and carrier compliance, and procurement enhancements, Lennox was able to significantly streamline several areas of their network resulting in a faster, more cost-efficient supply chain.

### A Partnership that Delivers

Undergoing a substantial supply chain transformation is an immense task for any organization. To ensure a successful evolution, Lennox and NFI closely partnered to develop and deploy a customized solution that built discipline and created malleability to accommodate business changes and navigate market disruptions. With this flexibility, Lennox and NFI were able to ensure that the solution addressed the intricacies of the previous operation while enabling Lennox to be prepared for continued growth, supply chain stability, and long-term success. In 2021, Lennox awarded NFI with its Gold Supplier Excellence Award. 🏆

# TM Solution Results

“Our partnership with NFI gave us instant access to transportation experts who drive best-in-class transportation results — both in productivity and service.”

Olivia Leskinen  
VP of Supply Chain  
Lennox International

8%

Year-over-year savings Outbound.

15%

Year-over-year savings Inbound.

18%

NFI increased Lennox’s consolidation efforts by 18 percent through optimization practices.

NFI added **supply chain structure** to Lennox’s operation and created **efficient, repeatable processes**.

# Transportation Management Solutions at NFI

*NFI's consultative approach designs, implements, and operates customized solutions that become an extension of your transportation network.*

## Consultative Solution Building

NFI Engineers use their expertise and experience to provide optimal solutions for your supply chain. Ongoing analysis and scenario planning allow our team to drive continuous improvement initiatives for more efficient, cost-effective operations.

## High Visibility TMS Software

Navitrace, NFI's proprietary Transportation Management System (TMS), offers customers transparency and visibility to make actionable decisions for their network. Real-time insights to your data help optimize your supply chain, reduce costs, and increase productivity.

## Program Flexibility & Reliable Execution

Select from a menu of outsourced services including load planning and optimization, claims management, freight bill audit, and more. You can rely on NFI's TM team to become an extension of your supply chain, accountable for executing services that are as personalized as our solutions.

**Experience NFI's fully-tailored transportation management solutions in your network today →**



## 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**.