

First Mile Solution and Capacity.



The Company

A leading company in the consumer staple products industry, a wholesaler of gourmet gift and food products.

Challenge

Our client's customer service was deteriorating due to having trouble obtaining vessel space for its cargo with the high rates and a lack of carrier capacity. Although they were currently working with other Freight Forwarders, they were not getting the required capacity needed to support their current sales and upcoming peak season.

Our client needed help with approximately twenty percent of their total container volumes. While some wholesalers pay a higher price to guarantee space on a vessel, bottlenecks across the supply chain can still mean cargo may not arrive on time.

Tompkins Ventures Role

Tompkins Ventures worked with our client to understand all details of their strategy and operations, including sales forecast by quarter, origin and destination ports, production schedules, commodity descriptions and HTS codes, party responsible for ISF, etc. to assess their needs.

Using one of our logistics partners we utilized the above information with the below assessments:

- Cost of containers vs. product value
- Productions schedules of what and when is shipping
- Which SKUs are hot, and which can be delayed or postponed
- Volumes by trade lane
- Out of the box thinking:
- Vessel charters
- Inland drayage
- Transloading
- Different Port assessments
- Max cost client would agree to ship

The Results:

Tompkins Ventures referred our client to one of our best-in-class logistics partners to provide first mile ocean services and solutions. The solution provided to our client was a daily overview and review of multiple scenarios and solutions, available ports and capacity, cost, and additional information that allowed our client to take advantage of available capacity. Even though the vessels required premiums in some lanes and some transit times were extend, our client enjoyed an increase of 20% in capacity, improved information flow and daily status updates that has greatly improved their ability to service their customers.

About Us:

At Tompkins Ventures, we partner with logistics partners that put the customer's needs first. Our partners are transparent, scalable and will customize solutions to fit our customers needs. The logistics partner must be an extension of the client's logistics department and must have the same passion and goals as our clients' customers. In addition to first mile ocean services, Tompkins also provides domestic TL and LTL services. Tompkins Ventures helps clients reduce cost and improve service with Air, Parcel and White Glove transportation.

Contact Us

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