



LOGISTICIANS

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Lydia O'Neal

Supply-Chain Snarls Hit Production of Trailers Needed to Haul Goods

The latest updates

In truck-trailer factories, the shortage of both parts and labor is causing a slowdown in production. This is hampering the efforts of trucking companies to increase their capacity in a constrained freight transport market. Data from ACT Research shows that compared to 2019, manufacturers are currently producing 25% fewer dry vans, the primary type of semitrailer used for transporting goods. Moreover, the time taken for industry orders has escalated to eight months, having reached a peak of 13 months earlier this year. Wabash, according to Chief Financial Officer Mike Pettit, faces a challenge this year due to shortages of various materials, resulting in an expected 25% decrease in trailer production compared to pre-pandemic levels. Despite this, the company experiences unprecedented demand, with a backlog of orders exceeding \$2.3 billion as of Nov. 30. Pettit highlighted the surge in material costs like steel, which soared fourfold from its low in August 2020 to the third quarter of 2021. Consequently, Wabash is transferring these increased costs to customers.



Source: <https://www.wsj.com/articles/supply-chain-snarls-hit-production-of-trailers-needed-to-haul-goods-11638383348>

Lydia O'Neal

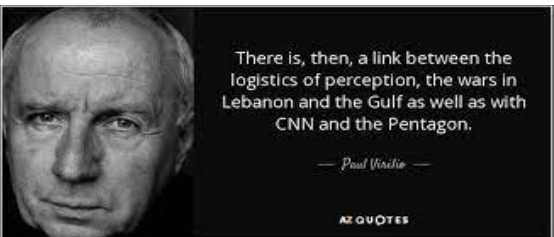
Community rallies for charity

Manufacturers can't get their hands on materials to make semitrailers, despite high demand from trucking companies

Chief Financial Officer Mike Pettit said demand at Wabash is at an all-time high, yet the company expects to manufacture roughly 25% fewer trailers this year compared to pre-pandemic levels. This decrease is due to shortages spanning from foam insulation to suspension components and taillight wiring. As of November 30th, Wabash's backlog of orders surpassed \$2.3 billion, as outlined in an investor presentation. Pettit mentioned that the company is transferring increased material costs, like steel, to its customers—highlighting that steel prices surged fourfold from their low point in August 2020 to the third quarter of 2021.

Derek Leathers, CEO of Werner, noted during a call that manufacturers are facing growing difficulties in meeting present demand due to shortages in semiconductor chips, raw materials, components, and labor. He anticipates that this trend in the industry will persist throughout 2022.

The reason behind the scarcity of new trailers isn't due to a lack of demand from fleets, clarified Frank Maly, ACT's director of commercial vehicle transportation analysis and research. Rather, it's the manufacturers' reluctance to take on more orders that's causing the shortage. Mr. Pettit from Wabash highlighted their selective approach, focusing on top customers due to current market dynamics that necessitate turning down orders, a situation echoed across manufacturers, including Wabash. This scarcity of new trailers is impacting the shipment of goods, leading to higher trucking rates, according to Don Ake, vice president of commercial vehicles at FTR. He noted that the shortage extends beyond new trailers, with older ones also sitting idle due to a lack of replacement parts.



“If supply chain had an arch enemy it would be called “Bad Communication.”
Dave Waters

“The amateurs discuss tactics: the professionals discuss logistics.”
Napoleon Bonaparte

“Without logistics, the world stops.”
Dave Waters

Werner Enterprises Acquires Leading Final Mile Carrier NEHDS Logistics, LLC

The latest updates to get you through the day

Werner is enhancing its Werner Final Mile capabilities by teaming up with NEHDS Logistics, LLC, a prominent market leader primarily serving the Northeast U.S. and Midwest while also expanding into the Mid-Atlantic and Southeast regions. This integration merges NEHDS's annual revenue of \$71.4 million as of September 2021, boasting an impressive average annual growth rate of 27% over the past three years, with Werner's nationwide final mile home delivery network. This collaboration is anticipated to augment Werner's offering for customers, providing a broader range of transportation solutions, and is projected to positively impact Werner's earnings per share in 2022. "Our expansion includes integrating skilled drivers, operations teams, independent contractors, and facilities into our robust delivery system for larger items. This addition brings expertise in handling complex deliveries, enhancing our existing nationwide network of independent contractor agent locations.

Werner Enterprises, Inc. (Nasdaq: WERN), a major player in transportation and logistics, disclosed the finalization of its acquisition deal with NEHDS, headquartered in Monroe, Connecticut, for a total of \$64 million, inclusive of a \$4 million earnout. This strategic move brings NEHDS' substantial fleet of more than 400 delivery trucks, predominantly servicing the Northeast and Midwest corridors of the United States, into Werner Enterprises' fold. NEHDS specializes in the delivery of large and cumbersome items, utilizing two-person delivery teams across a network comprising 19 cross dock, warehouse, and customer facilities, catering to both residential and commercial clientele.

"Derek Leathers, Chairman, President, and Chief Executive Officer, expressed the merger of NEHDS operations into the Werner family as a pivotal move in enhancing their Final Mile delivery program. This collaboration amalgamates NEHDS' renowned customer service, skilled workforce, and strong client connections with Werner's comprehensive trucking capabilities, final mile logistics services, and technological prowess. Leathers highlighted the manifold benefits this union will offer to both Werner and NEHDS customer bases."




Source: <https://www.globenewswire.com/news-release/2021/11/29/2342515/0/en/Werner-Enterprises-Acquires-Leading-Final-Mile-Carrier-NEHDS-Logistics-LLC.html>

The latest breaking news

The latest updates to get you through the day

"In the service-sensitive, consumer-driven e-commerce delivery market, achieving success involves adhering to shared principles. These include securing loyal customers with high expectations, establishing mutual long-term service objectives, and delivering top-tier performance. To reflect these values, NEHDS will undergo a transformation into Werner Final Mile, while retaining its talented leadership team, drivers, non-driver associates, and independent contractors.

This move aims to leverage Werner's scale and purchasing power, fostering cost-saving synergies and encouraging collaboration between NEHDS and Werner Final Mile to enhance the business."

The scoop of the day

The latest updates

"Werner Enterprises, Inc., an industry leader, is deeply committed to promoting sustainability and supporting diversity, equity, and inclusion. Delivering superior truckload transportation and logistics services across the United States, Mexico, and Canada, Werner boasts 2022 revenues of \$3.3 billion. With an industry-leading modern truck and trailer fleet, nearly 14,000 talented associates, and innovative Werner EDGE technology, the company is an essential solutions provider for customers valuing supply chain integrity and requiring safe, exceptional on-time service. Werner offers Dedicated and One-Way Truckload services alongside Logistics services encompassing truckload brokerage, freight management, intermodal, and final mile solutions."



3PL Central Acquires CartRover to Drive Seamless Integrations for Omnichannel Fulfillment

The latest updates



3PL Central

SOURCE: <https://www.globenewswire.com/news-release/2021/12/01/2344412/0/en/3PL-Central-Acquires-CartRover-to-Drive-Seamless-Integrations-for-Omnichannel-Fulfillment.html>

CartRover specializes in creating simple and efficient e-commerce integrations between order sources, such as shopping carts and marketplaces to order destinations, such as order management systems, warehouse management systems, and 3PLs. Like 3PL Central, CIO Technologies has decades of experience serving the needs of 3PL warehouses and e-commerce brands, and that expertise will help 3PL Central transform the way companies approach the future of omnichannel fulfillment.

3PL Central, a leading provider of cloud-based Warehouse Management Systems (WMS) and Order Management Systems (OMS) tailored for the diverse omnichannel fulfillment requirements of third-party logistics (3PL) warehouses and brands, has completed the acquisition of CIO Technologies. This acquisition encompasses CIO Technologies' primary offering, CartRover, known for its specialization in streamlining e-commerce integrations between various order sources—such as shopping carts and marketplaces—and destinations like order management systems, warehouse management systems, and 3PLs. CIO Technologies shares a wealth of experience, akin to 3PL Central, in catering to the demands of 3PL warehouses and e-commerce brands. Leveraging this combined expertise, 3PL Central aims to revolutionize the approach companies take towards the future of omnichannel fulfillment.

CartRover provides standard integrations for the industry's most recognized shopping carts and marketplaces like Shopify, Amazon Seller Central, eBay, Magento, and Big Commerce.

The recent expansion of 3PL Central's product line with the inclusion of CartRover serves to enhance integration capabilities, ensuring a smooth data flow from external commerce platforms. This addition follows the acquisitions of Skubana's order management system and Scout Software's WMS for privately owned brands. CartRover's role is pivotal in transforming the fulfillment process for customers utilizing Skubana, Scout, or 3PL Warehouse Manager. It facilitates seamless integration with over 100 e-commerce shopping carts and marketplaces, including major platforms such as Shopify, Amazon Seller Central, eBay, Magento, and Big Commerce.



3PL Central



3PL Central

"According to Andy Lloyd, CEO of 3PL Central, modern e-commerce businesses require a versatile platform for sustained growth. Currently, companies and logistics providers struggle with piecemeal solutions for their omnichannel needs. CartRover's integration capabilities offer a solution by linking various systems like Skubana OMS, 3PL Warehouse Manager, and Scout to any commerce platform. This simplifies the process for brands and logistics firms, allowing them to efficiently manage orders from diverse sales channels."

Gunnar Fredlund, CEO of CIO Technologies, emphasized the significance of expanding sales and order channels for brands on a daily basis. "CartRover simplifies this process," he stated. He highlighted the synergies resulting from the merger with 3PL Central, citing existing support for 3PL Warehouse Manager and Skubana and a substantial customer base overlap. Fredlund underscored the mutual expertise in warehouse and order management, emphasizing the advantages for all customers through increased resources, investment, and support.



SOURCE : <https://www.supplychainbrain.com/articles/37627-ekart-launching-b2b-transportation-services-across-india>

Ekart Launching B2B Transportation Services Across India

The latest updates to get you through the day



"Ekart, the internal logistics division of Flipkart Group, has revealed plans to extend its business-to-business (B2B) trucking and transportation services nationwide, commencing from July 3rd. This expansion will offer businesses an array of options for moving goods, including services spanning 21 airports and a fleet of over 7,000 vehicles for Full Truckload (FTL) and Part Truckload (PTL) services."

Mani Bhushan, Ekart's chief business officer, highlighted the company's recognition of challenges faced by B2B businesses today. He emphasized the launch of transformative B2B transportation solutions as a testament to Ekart's commitment. These solutions aim to address various issues like multiple intermediaries, delivery delays, consignment damage, and shipment visibility. Leveraging Ekart's supply chain expertise, extensive logistics network, and advanced technology, these offerings include an Air Express option for swift and reliable nationwide shipments. Bhushan credited Ekart's ability to establish trust, drive business growth, and transform the industry to their diverse offerings, continued technological investments, and a compliant national logistics network.

"Ekart, a pioneering force in India's supply chain and logistics industry, recognizes the challenges faced by B2B businesses today," said Mani Bhushan, chief business officer of Ekart. "The launch of our transformative B2B transportation solutions underscores our commitment to provide avenues that address issues such as numerous intermediaries, delivery delays, consignment damage and shipment visibility by leveraging Ekart's supply chain expertise, extensive logistics network and cutting-edge technology. Our Air Express option will ensure swift and reliable movement of critical shipments nationwide. Through our diverse offerings, continued investments in cutting-edge technology and national compliant logistics network, Ekart has been able to establish trust, drive business growth and transform the industry."

"Self-driving vehicles, automatically choosing the most efficient route... Artificial Intelligence will dramatically improve logistics."

Dave Waters

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SOURCE : <https://www.medianama.com/2023/09/223-amazon-india-post-indian-railways-d2c/>

Amazon Announcements: Partnership With India Post And Indian Railways, Logistics Services For Non-Amazon Sellers, And More

D2C brands can now use Amazon's logistics and infrastructure facilities for sales made on their own websites



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and logistics industry, recAmazon introduces the Multi Channel Fulfillment (MCF) program, offering direct-to-consumer (D2C) brands in India access to its logistics and supply chain prowess. This initiative enables these brands to utilize Amazon's infrastructure to deliver orders from diverse sales channels, including their own websites. Through MCF, sellers can utilize Amazon's fulfillment capabilities, allowing them to manage the entire process from picking and packing to shipping directly from their inventory stored in Amazon fulfillment centers. This strategic move aims to empower entrepreneurs by freeing them to concentrate on vital business aspects like product innovation, marketing, and customer support, while Amazon takes charge of order fulfillment, as per the explanation provided by the e-commerce giant.ognizes the challenges faced by B2B businesses today," said Mani Bhushan, chief business officer of Ekart.

The e-commerce company highlighted that the establishment of the Dedicated Freight Corridor (DFC) by Indian Railways serves several purposes: easing congestion in the current rail network, boosting the speed of freight trains, facilitating heavy haul train operations, connecting ports and industrial hubs to expedite freight movement, and cutting down logistics expenses. They emphasized that this collaboration will promote a more sustainable transportation method and ensure swifter, dependable delivery of customer parcels.

Amazon's Global Selling program now allows Indian exporters to manage their shipments within their seller account. They can generate shipping labels and deliver packages to over 100 Dak Niryat Kendras operated by India Post throughout India. This collaboration is aimed at reducing barriers for Indian entrepreneurs to tap into export opportunities.

Amazon highlighted that this partnership aims to streamline cross-border logistics and compliance, benefiting Indian exporters who directly ship their products worldwide.

“The line between disorder and order lies in logistics.”

- Sun Tzu.

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SOURCE : <https://www.architectandinteriorsindia.com/news/expect-an-e-commerce-boost-as-mahindra-logistics-launches-delivery-services>

Expect an e-commerce boost as Mahindra Logistics launches delivery services



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