

Case Study

Crafts client relies on SalSon for reliable dray capacity

The largest arts and crafts specialty retailer in North America was caught in a costly container issue back in 2014. SalSon rose to the occasion.

CHALLENGE

Imagine having 500 containers stuck at the port, with demurrage charges approaching seven figures. Such was the case for this retailer in 2014 when delays at the Port of NY/NJ created massive container logjams.

This key client reached out to SalSon for help, and bold action was taken to address the problem.

As the VP of Supply Chain & Transportation put it, “SalSon proactively tried to innovate and prep for our future – not just take advantage of our pain.”

“SalSon understands port operations very well, and has proven they can maneuver around obstacles.”

SOLUTION

SalSon’s leveraged its dray fleet of 150 tractors and 1,000 SalSon chassis to immediately move containers off port and avoid further fines. Since then this client has relied on SalSon for container drayage, contracting for **8,000 containers annually**. Key elements of the ongoing solution include:

→ *SalSon has manufactured 150 chassis for this client (at \$22k each) under a month-to-month contract – a highly unusual investment for a 3PL*

→ *To avoid demurrage charges, SalSon pre-pulls containers and holds them at our large container yard until this retailer’s DC is ready to receive*

→ *SalSon delivers containers from the port to client’s PA distribution center, delivering anywhere from 50 to 300 containers a week*



RESULTS

Since 2014, this retailer has relied on SalSon as its **prime drayage provider**.

“By owning and maintaining their own equipment, SalSon is less vulnerable than many other carriers to external factors that might create bottlenecks.”

— VP of Supply Chain & Transportation



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