

# Case Study

## Fashion retailer avoids demurrage fees with SalSon's help

One globally recognized fashion/lifestyle brand needed a more responsive logistics partner at the port. SalSon was more than happy to oblige.

### CHALLENGE

Pick-up delays at the Port of Newark resulted in demurrage fees for this retailer when dray providers struggled to keep pace with the volume of inbound containers. What they needed was a port-familiar partner with assets that could quickly and reliably move merchandise off port. In the seasonal, ever-changing fashion industry, **speed to market** is paramount.

According to their Director of Global Transportation & Logistics:

**“We needed a provider that could do break-bulk, plus SalSon was within the port boundaries.”**

### SOLUTION

SalSon leverages its assets and location to pick up a high volume of inbound containers from the Port of Newark and JFK Airport and deliver the freight to this retailer's distribution center for final store delivery. Key elements of the ongoing solution include:

→ **SPEED** *SalSon applies existing assets (chassis, dray fleet) to get product off port quickly, all while meeting required metrics with **zero claims**.*

→ **INFO AVAILABILITY** *SalSon owns its own chassis – and all container movements are accurately tracked and traced.*

→ **LOCATION** *SalSon's close proximity to the port enables rapid container turnaround.*

→ **SCALABILITY** *SalSon's integrated drayage/warehousing/final store delivery solution gives this retailer the flexibility to utilize expanded services if they are ever needed.*



### RESULTS

SalSon has helped the retailer reduce drayage costs and distribution cycle time for East Coast imports, while hitting all key operational metrics. That adds up to a solid logistics partnership between our two companies.

**“SalSon isn't mired in political red tape. They're problem solvers with a can-do attitude.”**

— Director of Global Transportation & Logistics



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