

AVERITT®

CANADA SUPPLY CHAIN SOLUTIONS



CASE STUDY: HOW FORTESSA TABLEWARE SOLUTIONS KEEPS ITS TABLEWARE FRONT AND CENTER IN CANADA

FORTESSA
TABLEWARE SOLUTIONS

THE POWER

OF ONE

THE SHIPPER

Since its founding in 1993, **Fortessa Tableware Solutions (FTS)**, a Virginia-based producer of high-end dinner and glassware, has become a leader in its marketplace. The company's wide array of products, including cutlery and delicate stemware, can be found today in restaurants, hotels and homes across the globe.

THE STRATEGY

To ensure that its Canadian customers receive their orders in time, which can range in size from pallets to packages, FTS streamlines much of its cross-border operations by having **its warehouse designated as a foreign trade zone** and by handling its own customs clearance.

In order to reduce costs and improve efficiency, FTS consolidates its large and small orders into a daily shipment with just one bill of lading that is then handled by Averitt and its Canadian partner Polaris Transportation. Averitt drivers pick up and bring FTS shipments to its nearby facility to consolidate with other Canada-bound freight that moves in bond. From the Averitt facility, Polaris picks up the shipments and makes the overnight trip to Toronto.

Once in Toronto, Polaris deconsolidates the freight and delivers the larger shipments to locations in the region. Fortessa's smaller orders, which arrive already labeled and packaged, are delivered by a parcel carrier. For the company's west-bound shipments, a third-party carrier handles the transportation across the country.

With Averitt's guidance, **FTS has been able to develop and execute a seamless cross-border solution** between the U.S. and the company's customers in Canada.

1-800-AVERITT

AVERITTEXPRESS.COM/CANADA

THE POWER OF ONE

WITH AVERITT, you get access to an entire range of logistics and transportation services, all under a single, highly respected roof. From more **flexibility** and a **broader range of options**, to a consistent experience, complete accountability and the peace of mind that comes from **working with a resource you trust...**

**YOU'LL FIND EVERYTHING YOU NEED
IN ONE MIGHTY POWERFUL PLACE.**

Technology: www.averittexpress.com • EDI • Transportation & Operations Management Systems

SERVICE	DESCRIPTION	SERVICE	DESCRIPTION
LTL 800-AVERITT (283-7488) customerservice@averittexpress.com ratequotes@averittexpress.com	<ul style="list-style-type: none"> • Regional/Nationwide • Distribution/Consolidation • Standard Guaranteed 	PORTSIDE® 888-218-0707 portside@averittexpress.com	<ul style="list-style-type: none"> • Drayage • Transloading • Storage
TRUCKLOAD 800-622-2023 truckload@averittexpress.com flatbed@averittexpress.com	<ul style="list-style-type: none"> • Dry Van • Flatbed • Shorthaul Truckload • North America Truckload 	WAREHOUSING 931-520-5109 warehousing@averittexpress.com	<ul style="list-style-type: none"> • On-demand • Contract With WMS
MULTIMODAL 866-208-0168 multimodal@averittexpress.com	<ul style="list-style-type: none"> • North America Truckload • Intermodal (TOFC) (COFC) 	DEDICATED 615-333-4431 wgray@averittexpress.com	<ul style="list-style-type: none"> • Dedicated Fleet Management
SPECIALIZED SERVICES 800-283-1995 Ground: expedited@averittexpress.com Air: airquote@averittexpress.com	<ul style="list-style-type: none"> • Expedited • Custom Projects • Specialized Equipment • Temp-Controlled 	RETAIL 800-AVERITT (283-7488) retail@averittexpress.com finalmile@averittexpress.com	<ul style="list-style-type: none"> • Retail Delivery • Distribution • E-commerce • Final Mile
CROSS-BORDER 800-AVERITT (283-7488) Cross-Border: northamerica@averittexpress.com Intra-Mexico: MexicoLTL@averittexpress.com	<ul style="list-style-type: none"> • Mexico • Canada 	TRANSPORTATION MANAGEMENT 931-520-5178 jwilhite@averittexpress.com	<ul style="list-style-type: none"> • TMS Software & Implementation
INTERNATIONAL OCEAN/AIR 866-208-0167 internationalimports@averittexpress.com internationalexports@averittexpress.com	<ul style="list-style-type: none"> • Global Imports • Global Exports • Customs • Puerto Rico • Virgin Islands 	ON TOUR LOGISTICS 855-685-7623 OnTour@averittexpress.com	<ul style="list-style-type: none"> • Ground, Coach & Air Solutions for the Entertainment Industry
		TECHNOLOGY SUPPORT 877-281-7131 support@averittexpress.com	<ul style="list-style-type: none"> • Website • EDI • XML • Web Services

VALUE-ADDED: Centralized call center with 24/7/365 customer support, fast response, highly skilled staff; **SOP process** to help fully define your requirements and determine the optimal approach using our people, processes and systems; **Strict performance metrics** to measure our operational performance; **Best-in-industry professional image** from associates, equipment and facilities; **Green/Sustainability** through membership in the EPA SmartWay program



No other LTL carrier in the South has been recognized more often by Logistics Management's Quest for Quality program.

AVERITT®

1415 Neal St. • PO Box 3166
Cookeville, TN 38502-3166



1.800.AVERITT • WWW.AVERITTEXPRESS.COM