

# POOL DISTRIBUTION, HEAT TRACK

## OVERVIEW

A global leader in adhesive technologies needed assurance their customers would receive uninterrupted service in the winter, specifically when temperatures fell below 32 degrees. PITT OHIO's embargo-free Heat Track service was the freeze protect answer and the guarantee the shipper needed. The company loads trailers on the midnight shift, making the operation more conducive to a truckload operation scheme. Therefore, PITT OHIO developed and executed a truckload pool distribution solution from the company's facility in South Carolina.

## WHAT WAS THE PROBLEM?

When temperatures fall below freezing in the winter, product distribution cannot be interrupted. This was the problem this manufacturer faced with their adhesive products capable of freezing. In addition to guaranteeing service for freezable shipments, the company loads products on the midnight shift, which is a challenge for traditional LTL carriers and their linehaul operations.

## WHAT WAS THE SOLUTION PITT OHIO DEVELOPED?

PITT OHIO's Supply Chain group analyzed the data set the customer provided and determined the freight volume was enough to fill a full trailer load every day from their South Carolina facility to PITT OHIO's coverage area. A pool distribution solution emerged as freight characteristics indicated a high frequency of regular shipments in LTL quantities. Upon learning that the customer live loaded on the midnight shift, making it not conducive to an LTL operation, PITT OHIO invited our truckload sister company at the time to join the conversation.

The Truckload carrier, who is also headquartered in South Carolina, agreed to provide a drop and hook trailer at the customers facility and linehaul the freight to PITT OHIO's Roanoke, VA terminal. The spotted trailer provided an ideal situation for the customer—they can load the trailer at their convenience, eliminate staging area on their dock, and minimize freight handling. The customer agreed to have the trailer loaded and ready by 10 am in order to make linehaul effective and reach the PITT OHIO terminal by 3 pm. Upon arrival in Roanoke, PITT OHIO would continue to linehaul the pallets overnight to the appropriate terminals for delivery to manufacturers in the Mid-Atlantic.

Critical to the success of this solution is the freeze protect service and the guarantee that freight will be protected and handled properly, even on the coldest of days, without interruption. The adhesive technologies company would only agree to a solution with a carrier who could guarantee embargo-free freeze protect service. PITT OHIO's Heat Track service and embargo-free assurance was the value-added solution the adhesive manufacturer needed.

PITT OHIO's pool distribution solution proved convenient for the customer and the freeze protect guarantee on the coldest of days provided the assurance for uninterrupted service the customer desired. All parties, including the customer's dock operations, the truckload carrier, and PITT OHIO did their respective parts to ensure seamless, uninterrupted service during the winter for this supplier of adhesive products.

## RESULTS/ OUTCOMES

PITT OHIO and the truckload carrier handled 320 shipments with 0 claims.

100% on-time service