

Logistics Management Resources, Inc.



Since 1981 Logistics Management Resources, Inc. (LMR) has been providing 3rd-Party Logistics services to multiple shippers across all truck modes. While we started as a petro-chemical bulk truck 3PL, LMR's customer network has expanded to include dry van, flatbed, import/export drayage, inventory management and specialized over-the-road hauling. As a Responsible Care®, ISO certified and non asset-based provider, LMR qualifies and manages all carriers from a strictly neutral basis. Our goal is simple: deliver the perfect order, safely, every time!

Primary Services:

- ▶ **TMS Solutions**
- ▶ **Order Management**
- ▶ **Carrier Management**
- ▶ **Freight Invoice Accrual, Audit, Payment**
- ▶ **RFP/RFQ Management, Rate Negotiation**

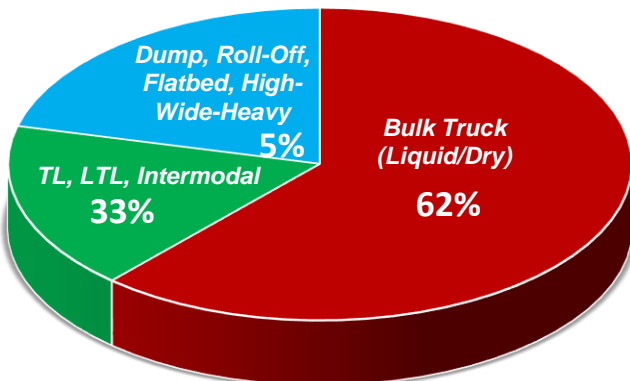
Fee Structure:

- ▶ **Per Transaction**
- ▶ **Fixed Monthly Invoice**
- ▶ **% Transportation Spend**
- ▶ **Shared Savings**
- ▶ **One Line-Haul Rate Per Lane**

Carrier Management:

- ▶ **Multi-Modal**
- ▶ **Tank - Liquid / Dry**
- ▶ **Truckload - Hazardous Materials, Waste, Temp Control, Totes**
- ▶ **LTL**
- ▶ **Containers - Drayage / Equipment**
- ▶ **Rail/Truck Trans-load, Inventory Management**
- ▶ **Import/Export with Puerto Rico**
- ▶ **Flatbed, Heavy-High-Wide**
- ▶ **Vacuum, Roll-Off, Dump**

Managed Loads:



For more information contact Jim Keeler/Vice President, Sales & Mktg.
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www.lmri.com

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The Client (Hazardous Materials /All Modes)

Challenges Faced

- ▶ 40 Separate facilities and operating processes for Purchasing, Transportation, Inventory Control, Contracts, Documentation and Waste Manifests.

Solutions Delivered

- ▶ Centralized order dispatch, invoice payment.
- ▶ Consolidated transportation spend by site, and carrier.
- ▶ Implemented web-based electronic order and payment processes.
- ▶ Qualified and standardized > 100 carriers annually, all modes.
- ▶ Created web-portal reporting access for 80 client users to manage/schedule shipments, review pricing and data history.

Benefits

- ▶ **Performed 2017 RFP. Reduced line-haul spend 14.6%.**
- ▶ **Standardized fuel (15%), accessorial charges with all carriers.**
- ▶ **Streamlined audit/payment process for invoicing, 7-10 days after delivery.**
- ▶ **100% visibility to 3rd-party transportation detail.**
- ▶ **Client pre-approval process for carrier accessorial charges.**
- ▶ **Full-time, expert staff located at account headquarters.**

The Client (Liquid Bulk/Truckload)

Challenges Faced

- ✓ Legacy client bought out by a larger competitor; Incumbent 3PL already in place.
- ✓ +/- 15 minute windows for pickup and delivery.
- ✓ Product made to ship (No plant storage); temp-controlled.
- ✓ Capacity limitations due to product difficulty and carrier market.
- ✓ Client required an automated system for all pricing accruals (multiple modes / multiple databases).

Solutions Delivered

- ✓ Customized, web-based portal.
- ✓ Transition to dedicated fleet at multiple ship sites.
- ✓ Coordination of both inbound/outbound drivers.
- ✓ Real-time accrual system using multiple pricing databases.
 - Czarlite for LTL, Flat rate for truckload and bulk.
 - 204 request -> 220 response (>30,000 transactions).
- ✓ Site based Exception Manager as a conduit for logistics issues.

Benefits

- ✓ **100% order acceptance.**
- ✓ **100% on-time pickup; > 96% on-time delivery.**
- ✓ **Client phased out incumbent 3PL due to LMR expertise.**
- ✓ **Sales increase due to capacity and delivery performance.**
- ✓ **LMR staff performing SAP transactions. Eliminated need for client staffing and training.**

Case Studies

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