

Case Study: Sportech



Sportech Chooses LPS to Handle Inbound Logistics

Executive Summary

Sportech designs, develops and manufactures premium OEM products and accessories for motorcycles, watercraft, snowmobiles, golf carts, ATVs and more. Polaris is one of Sportech's largest customers. The company employs 250 people at its headquarters and manufacturing facilities near Minneapolis.

Challenges

Sportech manufactures thousands of OEM components for scores of brands in the power sports sector. The company uses processes like drape forming and thermoforming, and assembles complex components and windshield systems that go into ATVs, watercraft and other applications. As such, Sportech has a long list of vendors shipping it raw materials and smaller parts that are used during the company's manufacturing processes. Sportech's vendors are sending parts as far flung as California and Pennsylvania, to factories just 10 miles away.

"LPS consistently delivers for us. With the number of different suppliers across the country, I trust their team to help keep our factories going."

-Tim Sullivan, Warehouse and Logistics Manager

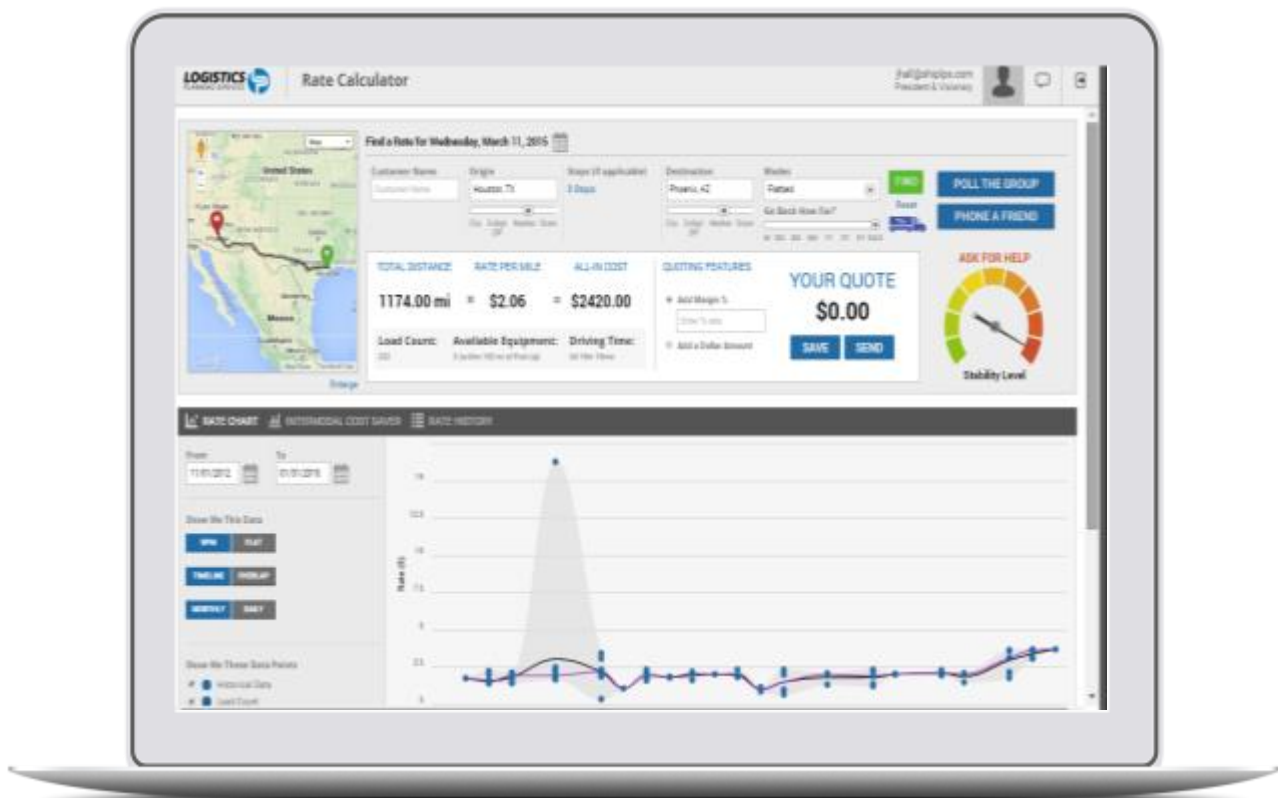
Solution



Sportech's warehouse and logistics manager, Tim Sullivan, was looking for a way to save his company money in 2014 while improving inbound logistics efficiency. The company had been using a dedicated truck carrier, which meant it was challenging to ship anything less than a full truckload.

LPS offered Sportech the flexibility of using numerous LTL carriers with notable cost savings compared to its previous logistics partner. In addition, by partially using a local, independently owned carrier that operated in a four state area, LPS was able to improve its percentage of on-time deliveries at greatly reduced prices. LPS manages approximately 10-25 inbound shipments per week for Sportech.

On-time deliveries were a priority for Tim because the company's two factories run on a just-in-time (JIT) basis. Late deliveries usually meant unacceptable delayed production for Sportech. "LPS consistently delivers for us. With the number of different suppliers we have across the country, I trust their team to help keep our factories going."



About Logistics Planning Services (LPS)

LPS is a private-owned 3PL and transportation management system company with 29 years of logistics experience. Our mission is forging trusted partnerships with customers by simplifying logistics and building world-class freight operations. Whatever your supply chain challenges, wherever your shipments are going, LPS has the people with integrity, strong carrier relationships, and the advanced technology to make choosing us an easy decision.

Why Shippers love LPS

- ✓ LPS is one of the few providers in the US that can give you a single-source partnership, yet allow you to maintain relationships with the best 3PLs, brokers and carriers in the market
- ✓ Lean pricing structure
- ✓ Proprietary, customizable and web-based TMS integrates directly with your ERP
- ✓ Zero implementation cost for our TMS
- ✓ We host fixed LTL & FTL rates, plus, we give the open market a chance to spot quote every shipment. Your team (or ours) can compare costs and provide the best solution
- ✓ You get a dedicated account manager and support team available 24/7/365 to help you increase efficiency and save money on your logistics every day.



Recognized as a top 50 fastest growing company in Minnesota in 2015.



An Inc 5000 Fastest Growing Company recipient six consecutive years.



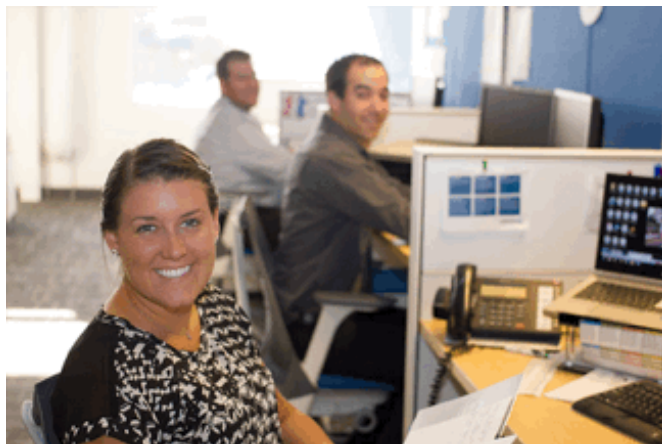
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