

# AVERITT®

## SUPPLY CHAIN SOLUTIONS



### CASE STUDY: HELPING A SUCCESSFUL RETAILER TAKE THE NEXT STEP WITH A UNIQUE HYBRID DEDICATED FLEET SOLUTION



#### CHALLENGE: THE HUNT FOR EFFICIENCIES

Since opening its first store in Nashville in 2004, discount retailer Bargain Hunt is now 90 stores strong and growing. With an eye on substantial future expansion, the retailer **needed a transportation partner** that could both accelerate and streamline the process.

One of the main priorities for the Bargain Hunt team was to **identify a more efficient retail distribution strategy** to supply dozens of locations across multiple states from its central distribution center in Antioch, TN.

#### SOLUTION: A HYBRID DEDICATED FLEET STRATEGY

Together with Averitt, the companies **devised a unique approach** that would blend Averitt's dedicated fleet drivers and local less-than-truckload city drivers across multiple states to keep the retailer's freight moving continuously.

By allowing supply chain drivers to share tractors with LTL (daytime city) drivers, **Averitt was able to double the productivity of each tractor** – getting 22 hours of operation per day versus the 11 that a single driver and tractor could achieve.

**The resulting operational cost savings for Bargain Hunt were dramatic:**

- Dedicated tractors were **cut from 26 to roughly 16.**
- The number of trailers utilized were **reduced from 270 to fewer than 110.**

### THE POWER OF ONE

One Contact.  
One Invoice.  
Zero Worries.

**That's The  
Power of One!**

1-800-AVERITT

[AverittExpress.com/BargainHunt](http://AverittExpress.com/BargainHunt)

# CONNECTING THE DOTS OF YOUR RETAIL SUPPLY CHAIN



**22 HOURS**  
**OF DAILY OPERATION**  
BY SHARING TRACTORS  
WITH LTL DRIVERS



**20%**

**FEWER MILES DRIVEN**



**TMS**  
**DELIVERS PINPOINT TRACKING**



**FULLY**  
**SCALABLE**  
**FLEET SOLUTION**



## ADDITIONAL BENEFITS WITH ROOM TO GROW



### ENHANCED DELIVERY EXPERIENCE AND RETURN LOGISTICS

When it comes to the delivery process, Averitt takes care of the unloading so that the retailer's associates can focus on other important areas of the stores' daily operations.

Additionally, **leveraging Averitt's distribution network of service centers** enabled returnable containers to be consolidated, then loaded into a single trailer. Rather than having returns spread across numerous trucks, the consolidation program created empties for vendor and third-party back-hauls.

### SCALABILITY AND FLEXIBILITY

With the target of opening dozens of additional stores over the next few years, Bargain Hunt needed a fleet that could accommodate that growth economically.

The new strategy provides the company with a model that can be scaled up and down with the flow of the changing retail seasons.

"We were able to convert our whole dedicated fleet on schedule, on time, without any customer complaints from our stores. Which is a real testament to the drivers and the **Averitt commitment to our business**," says Steve Silverman, Bargain Hunt's supply chain senior vice president.

**Watch The Video!**

*See this innovative retail distribution strategy in action and hear from members of the Bargain Hunt team.*

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