



## Vendor Managed Inventory

Hello! My name is Eric Smith, Director of Contract Logistics at Ohio Logistics. Over the past four years, I've had the privilege of working with our great associates and with several of our extraordinary customers at Ohio Logistics. When I first started, I was learning a new phrase or acronym every hour... sometimes it felt like I was playing Jeopardy...

I'll take acronyms for \$200, Alex (RIP)

*This acronym refers to software and processes that allow organizations to control and administer warehouse operations.*

What is WMS? (Warehouse Management System)

I'll take acronyms for \$600...

*This acronym refers to a methodology that relies on a collaborative team effort to improve performance by systematically removing waste and reducing variation.*

What is LSS (Lean Six Sigma)?

The list of acronyms grows and grows:

**SAP (Systems Application & Products in Data ERP (Enterprise Resource Planning) KPI (Key Performance Indicators) CI (Continuous Improvement) CRM (Customer Relationship Management) 3PL (3rd Party Logistics). FTZ (Foreign Trade Zone) SOP (Standard Operating Procedure) ASN (Advance Shipping Notice)**

Some of them you may know well, some of them you may have never heard prior to just a minute ago. While Ohio Logistics is heavily involved in all, one that continues to grow at Ohio Logistics and within the 3PL industry is VMI (Vendor Managed Inventory).

In simplest terms, VMI allows the buyer to focus on their expertise while the supplier and 3PL focus on their expertise (inventory management). We work with the supplier(s) that import product from all over the world into our FTZ and non-FTZ warehouse locations.



The 3PL is fully integrated with buyer and supplier. We palletize, audit, process, provide inspection and sorting services, and provide inventory reporting to the supplier and buyer. The buyer sends requirements for each location daily and we provide sequencing, kitting, transportation, etc.

The goal of vendor managed inventory is to provide a mutually beneficial relationship between buyer and supplier/3PL.

- The collaboration strategy between a buyer and supplier optimizes the availability of products at minimal costs. Shifting responsibility of managing and replenishing inventory to suppliers.
- Supplier/3PL is responsible for inventory until it arrives at buyer's door.
- Full inventory management provided by 3PL for buyer and supplier.
- Shipping and requirements managed by 3PL (including quality inspections, kitting, line side sequencing, transportation, etc.).
- Consolidate product across the globe at centralized location(s) giving supplier/3PL responsibility for inventory management.
- Utilize FTZ (Foreign Trade Zone) benefits.

We've asked our customers what VMI means to them, the response is similar from all. "Partnering with Ohio Logistics to help manage our vendor managed inventory program has allowed us to focus on manufacturing. The collaboration offers a partner to help grow, increase cost savings and provide flexibility with increasing and decreasing FTZ and non-FTZ space requirements". They go on to say, "The benefits of VMI (and the reason we ultimately developed a program) is manufac-

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### OHIO LOGISTICS Warehousing & Transportation

Findlay, OH 45840	(419) 425-4906
<b>Four Locations</b>	
Fostoria, OH 44830	(419) 436-8210
<b>Three Locations</b>	
Northwood, OH 43619	(419) 425-4906
Ottawa, OH 45875	(419) 523-3722
Willard, OH 44890	(419) 425-4906
Columbus, OH 43228	(614) 876-8611
Bellevue, OH 44811	(419) 379-1046
Bowling Green, OH 43402	(419) 326-5513
Trenton, OH 45067	(513) 714-3420
Joliet, IL 60431	(419) 425-4906

### OHIO LOGISTICS Southern Tier Division

Painted Post, NY 14870	(607) 936-9414
<b>Four Locations</b>	

### OHIO LOGISTICS Penn Centre Division

State College, PA 16804	(814) 357-6880
Bellefonte, PA 16823	(814) 357-6880

### OHIO LOGISTICS Northern Georgia Division

Rock Spring, GA 30739	(706) 764-1045
<b>Two Locations</b>	

### OHIO LOGISTICS Olive Branch Division

Olive Branch, MS 38654	(662) 219-2977
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### DOCUMENT SERVICE COMPANY

Findlay, OH 45839	(419) 422-3330
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### Interesting Ohio History

Franklin, OH native and internationally renowned muralist, Eric Henn, is putting the finishing touches on what will be the largest mural in the nation. The Toledo, OH mural, located on the ADM grain silos along the Maumee River off I-75, will commemorate the native American Indian. When finished, the mural will cover over 170,000 sq. ft. and feature massive portraits of Native Americans, including a 94-year-old woman from the Lakota Tribe and two others from the Miami Tribe.

### GYST September Winner:

**Ottawa, OH**

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turing flexibility. When you have long lead times (freight, border crossing delays, significant weather-related events, etc.) having material in place to support changing requirements gives us an advantage in supporting our end use customers”.

VMI removes the need for the customer to have significant safety stock because the supplier manages the resupply lead times. Lower inventories for the customer lead to significant cost savings. Cost savings can also be found in reduced warehousing costs; vendors using VMI will have total visibility into their customers' inventory levels. They can better meet demand and reduce inventory errors and costs.

Our success in operations, especially the VMI space, did not happen overnight. Through corrective actions, continuous improvement, and harnessing technology, we have enhanced our capabilities and efficiencies for our customers.

Carrie Damschroder, Office Manager, and Todd Barlekamp, Senior Floor Supervisor, manage the VMI in Fostoria. Our Fostoria warehouse is located at 130 W. Jones Road, Fostoria, Ohio 44830, with a current footprint of 605,000 sq. ft. (soon to be expanded to 760,000 sq. ft.). This warehouse has 83 dock doors and six rail dock doors, which is serviced by CSX.

Example of 2021 VMI KPI's for one customer:

- Supplier side, number of suppliers: 100+
- Number of Ohio Logistics Warehouses product stored: 7
- Average inbound trucks per week: 210
- Average outbound trucks per week: 225
- Fully integrated with customer SAP system for requirements, forecasting, ASN processing and order flow.

Carrie and Todd are two key contributors at our Fostoria, Ohio warehouse. I asked them a few questions to further inform us about the Fostoria operation.

***Tell us about your team and responsibilities of the team, along with your role.***

Carrie: Our team goal is to meet and or exceed the customer expectations. We are responsible for maintaining the inbound and outbound products efficiently and timely for our VMI customers and suppliers. Also, maintaining relationships with both vendors and all plant

locations. My focus is to manage all facets accurately and timely.

Todd: On the floor we have team leaders and material handlers. We are all responsible for ensuring that everything coming in and going out of our facility is 100% accurate and undamaged. Since the product is coming from multiple suppliers from multiple countries, we have several audit processes for inbounds and outbounds. My responsibility is to ensure that the team has everything they need to do their job as efficiently and safely as possible, inspect what we expect!

***What are the keys to handling VMI requirements day to day?***

Carrie: Standard operating procedures help with step by step instructions which help with efficiency and uniformity. This helps reduce the possibility of missed steps or other errors. They make for quick access to help quickly solve problems and reduce downtime. SOPs are also critical for training and understanding expectations.

Todd: SOPs! They help to create a consistent and uniform process. This helps in preventing mistakes and making things run more efficiently. Communication to customer and supplier is also critical.

***What do we look for to be more efficient and improve our consistency and performance in the VMI space?***

Carrie: Acknowledge strengths and weaknesses, welcome comments and or concerns from associates (promoting continuous improvement, efficiency is crucial). Revisit SOPs to keep up with the changing environment. Continuous improvement is key to success. Ohio Logistics is always trying to improve our technology capabilities. Customers see our growth in this area.

Todd: Along with continuing to improve our technology on the floor, we work to have good attitudes and promote teamwork. In my opinion, these are the two most important things for any operation to run efficiently. We also always have to keep an eye on scope creep.

***What are the obstacles and how do we overcome them?***

Carrie: Given the state of the current world, we are faced with obstacles daily. We work as a team to solve any issues that arise. We come out better for it each day.

Todd: There have been many obstacles over the first few years of starting VMI in Fostoria that we had to resolve. From everyone learning a new account, to space issues, to COVID. We overcame all of them because of a lot of hard work, time, and effort. At times it was a challenge, but we always pull together and find a way to improve.

***Any closing comments, working with VMI customers and for Ohio Logistics?***

Carrie: Working with the VMI customer does pose its challenges. We have to adjust to different time zones and languages. I find it very satisfying and exciting as each day is something new. I enjoy the work that I do with Ohio Logistics. I have been given opportunity to grow and learn. I couldn't ask for a better company to work for!

Todd: I have enjoyed the challenge of getting the VMI up and running. I also have had the opportunity to work with some very good associates and would like to thank everyone for all of their help!

VMI can be a game changer, it allows you to focus on your true passion, reduce costs and improve efficiencies across the board. Most importantly, it provides an additional partner to help overcome obstacles and grow!

## **Did You Know?**

Deep breathing is one of the body's strongest self-healing tools. It lowers blood pressure, reduces heart rate, decreases stress hormones, exercises the lungs, increases physical and mental energy, and improves immunity.

Try it, and stay healthy!



## Perfect Attendance! Q3 Results Are In

### Three Month Perfect Attendance

Alvarez, Ramiro  
Anderson, David  
Anderson, Gary  
Baker, Eric  
Baker, Julian  
Barlekamp, Todd  
Beach, Venessa  
Benavidez, Kellie  
Blair, Timothy  
Blanchard, Daniel  
Bonomo, Rogina  
Bozich, Brandon  
Brewer, David  
Brown, Stewart  
Browning, Robert  
Camacho, Richard  
Campbell, Betty  
Carey, Misty  
Christofaro, Dominic  
Claiborne, Jasmine  
Colitti, Diane  
Conley, Wayne  
Cooper, Gary  
Cramer, Dustin  
Cunningham, Matt  
Daniels, Jason  
Darby, Bradley  
Darrah, James

DeCamp, Debra  
Dick, Deborah  
Ditmars, Kathy  
Domyk, Anthony  
Dorman, Randal  
Ducot, Jason  
Flint, Eric  
Fulk, Kenneth  
Gerken, Kimberly  
Giometti, Richard  
Gleason, Cori  
Gleason, Matthew  
Gorvino, Christopher  
Gravatt, Michael  
Guilliod, Derek  
Hackworth, Mitchel  
Hand, Lewis  
Harris, Brayden  
Harris, Jeffrey  
Hatch, Seth  
Henry, Julianne  
Hinkle, Norman  
Jackson, Donald  
Jamison, Andre  
Johnson, Dennis  
Jones, Dennis  
Kelly, Emmett  
Kirkendall, Travis

Koch, Casey  
Koch, Dale  
Koehler, Garrison  
Kupper, Michael  
Lathrop, Richard  
Laubenthal, Derek  
Lawrence, Ronald  
Lenartavage, David  
Long, JoLynn  
Lopez, Hector  
Mack, Dennis  
McGill, Timothy  
McHale, Ann  
McIntosh, Mark  
Meinen, Mark  
Moon, Robert  
Moon, Stacy  
Moore, Joseph  
Moore, Peggy  
Murphy, Vada  
Myers, Diana  
Newcomb, Jacob  
Osborne, David  
Pahl, Julie  
Peaslee, Chris  
Potts, Scott  
Randall, Bert  
Rangel, Lindsay

Riglin, Tami  
Robinson, James  
Rohalla, Joseph  
Schmitz, Peggy  
Seager, Chancy  
Simon, Darrin  
Smith, Bonnie  
Snyder, Terry  
Staup, Michael  
Steffensen, Jerrod  
Stevens, Ashley  
Storck, Kevin  
Taft, Christine  
Tong, David  
Tosh, Amanda  
Tuttle, Brian  
VanDusen, Tim  
Victory, Karen  
Weaver, Anthony  
Wetzel, Jena  
Wheeler, Norman  
Whiteside, Keith  
Wilka, James  
Williams, Lisa  
Wolfe, Rick  
Wood, Vicki  
Woodard, Lawrence  
Young, Jason

#### Test Your Logistics IQ:

1) A symbol consisting of a series of printed bars representing values. A system of optical character reading, scanning, tracking of units by reading a series of printed bars for translation into a numeric or alphanumeric identification code. A popular example is the UPC code used on retail packaging.



2) The value created by marketing's effort to increase the desire to possess a good or benefit from a service.



3) A provision that enabled motor carriers engaged in lawful trucking operations before the passage of the Motor Carrier Act of 1935 to secure common carrier authority w/o proving public convenience and necessity; a similar provision exists for other modes.



## Drivers of Q3

Randy Kelly and Derek Guilliod



Randy Kelly  
with Todd Weadock



Derek Guilliod  
with Andrew Costley

Congratulations to our Drivers of Q3, Randy Kelly and Derek Guilliod!

"Randy normally comes to work an hour early to make sure his tractor is safe and ready for the day. He has a great attendance record and attitude every day. Derek is one of the most positive drivers we have. He is always on time and customers are appreciative of his attitude. Derek has helped train a couple of our newer hires and conveys the Ohio Logistics culture that makes him successful," says Todd Weadock, Ohio Logistics' Director of Transportation. Great job, men!

## STL Success

Congratulations to our Southern Tier Division for passing the BRC re-certification audit, allowing them to retain their AA rating.

A great job was done by all, and your efforts are sincerely appreciated!

## Tony Weaver

### Congratulations on 15 Years!



Congratulations and thank you, Tony, for the outstanding work you do for Ohio Logistics!

#### November Dates of Importance:

November 2 - Election Day  
November 7 - Daylight Savings Ends  
November 11 - Veterans Day  
November 25 - Thanksgiving Day  
November 26 - Black Friday  
November 27 - Small Business Day



Answers to "Test Your Logistics IQ"

3. Grandfather Clause
2. Possession Utility
1. Bar Code

#### We are members of:

IWLA  
NAFTZ  
OTA  
ATA  
CBICC  
Grant County Chamber  
Putnam County Chamber/Econ. Dev.  
Fostoria Chamber/Econ. Dev.  
Wood County Chamber  
Fulton County Chamber  
Findlay Hancock County Alliance  
Bellevue Chamber of Commerce  
Chemung County Chamber  
Walker Cnty Chamber of Commerce

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## Meet Holly Gee

Holly is a new Associate and Area Manager for our Southern Tier Division in Painted Post, NY. Previously, she worked side by side for 10 years as a customer of our Southern Tier Division. Read below to learn more about Holly.



OL: Tell us about your family.

Holly: My husband, Jim, and I have a son named Michael, along with a small farm of animals including goats, chickens, dogs, a cat and a duck.



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OL: How do you like to spend your free time?

Holly: Watching my son race his dirt bike. You will find me at the race track at least 15 weekends/year.

OL: Which local hole-in-the-wall restaurant would you recommend to someone visiting from out of town? What should they order?

Holly: The Decoy in Watkins Glen, NY. Everything is fresh, made to order. Chicken French is one of my favorites.

OL: What would you consider to be your greatest accomplishment in life?

Holly: Personal: My son becoming a responsible, mature and goal driven adult. Work: Leading successful teams. Working and growing together is very rewarding.

OL: What is your biggest goal in the next five years?

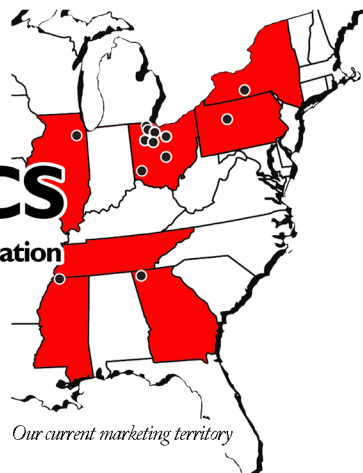
Holly: Personal: Pay for son's college. Work: Lead great teams and grow within STL.

OL: Tell us your favorite destination within two hours of home. Why?

Holly: Any of my son's racetracks. I could watch him race every day, and the race family is so helpful to each other.

OL: Tell us something about yourself that most people don't know.

Holly: I'm afraid of the dark.



*Our current marketing territory*

## Happy Birthday To You!

### OL Ohio

Venessa Beach 11/25  
Brian Corbin 11/21  
Charles Jordan 11/20  
Missy Kroeger 11/17  
David Osborne 11/11  
Josh Piercefield 11/20  
Micah Randall 11/8  
Michael Staup 11/21  
Anthony Weaver 11/2  
Jason Young 11/17

### OL Southern Tier Div.

Nicole Bryant 11/9  
Misty Carey 11/27  
Frank Cramer 11/26  
Debra DeCamp 11/13  
Ikeem DeShields 11/21  
Debra Durgin 11/5  
Glenn Ellis 11/7  
Holly Gee 11/13  
Richard Lathrop 11/24  
Josh MacMillan 11/29  
Steven Mastenbrook 11/20  
Steven Parker 11/25  
Joshua York 11/20

### OL Northern Georgia Div.

Amber Doty 11/27

### OL Olive Branch Div.

Rita Williams 11/7

## It's Your Anniversary!

### OL Ohio

Emily Brose 4 Years  
Stephen Gadd 27 Years  
Heather Huether 1 Year  
Barb Krout 3 Years  
Kristen Price 2 Years  
Lindsay Rangel 2 Years  
Greg Simon 6 Years  
Marla Stallard 2 Years

### OL Southern Tier Div.

David Brewer 1 Year  
Nicole Bryant 1 Year  
Gary Cooper 2 Years  
Glenn Ellis 2 Years  
Dennis Mack 2 Years

### OL Penn Centre Division

Todd Bennett 6 Years

### OL Olive Branch Div.

Kaliyah Griffin 3 Years



**November 7th**

[www.OhioLogistics.com](http://www.OhioLogistics.com)



*"Success is walking from failure to failure with no loss of enthusiasm."*

- Winston Churchill -