

CLIENT SUCCESS STORY

TEMPERATURE-CONTROLLED SHIPPING (PASSIVE SYSTEMS)

A GLOBAL SUPPLIER OF BIOLOGICS AND SPECIALTY CHEMICALS IS SAVING MORE THAN 30% ON THEIR TEMPERATURE-CONTROLLED SHIPPING

Client Snapshot

The Client is recognized as a top ten global specialty chemicals and biologics supplier. As a trusted manufacturer of specialty chemicals and biologics for commercial life science applications, they provide unique and innovative technologies and services to their customers. With nearly 20 manufacturing facilities in eight countries and spanning three continents, the Client requires a proven Temperature-Controlled Shipping partner to support and manage their multi-million dollar shipments whether it's International Air Freight, Domestic Air Freight, Ocean Freight, or Ground Services.

The Challenge

In an effort to maintain industry leading performance, the Client was seeking out opportunities to drive down their transportation costs – and they identified a big one. At the time, all cargo was moved with the use of active temperature management solutions (Csafe & Envirotainer). Use of those devices caused their transportation costs to skyrocket. As requests for larger bulk shipments by air were coming in, a solution for reducing air freight costs became a top priority. The Client vetted the option of delivering goods by ocean service, but quickly dismissed the mode due to length of time for custom production of their chemicals.

The Solution

As a licensed freight forwarder, NVOCC, Indirect Air Carrier, and U.S. Customs Broker, eShipping offers comprehensive international services and technology to clients globally. Additionally, with our direct access to all major global airlines and niche carriers, the eShipping International team was able to quickly and effectively evaluate all possible solutions on behalf of the Client.

With full visibility into their Temperature-Controlled Shipping options, the Client now makes Passive Temperature Transportation decisions on a case-by-case basis providing them with significant savings.

Our team presented several options with the recommendation of a passive packaging temperature management system which provides temperature stability to Air Freight shipments throughout the supply chain. In addition to offering temperature stability, the passive system offers significant cost reductions to the Client for packaging and transporting their goods vs. the active systems. Since eShipping provides this service to multiple clients in the industry, onboarding the Client was seamless.

The Results

The results have been remarkable. Soon after the Client approved the Passive System Transportation Solution by eShipping, our team went to work on managing a 16 skid shipment in Europe that was behind schedule. Not only did the cargo arrive at its destination on time and perfectly temperature controlled, the Client saved nearly 40% from what they had been paying for with active temperature management shipping. With full visibility into their Temperature-Controlled Shipping options, the Client now makes both passive and active temperature transportation decisions on a case-by-case basis. eShipping continues to help the Client achieve their goals of keeping transportation costs optimized at the lowest level possible.