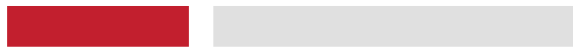




**SCALABLE
LOGISTICS:**
END-TO-END
SOLUTIONS FOR A
MANUFACTURER'S
COMPLEX SUPPLY
CHAIN



AVERITT



SCALABLE LOGISTICS: END-TO-END SOLUTIONS FOR A MANUFACTURER'S COMPLEX SUPPLY CHAIN

When a company's success depends on the seamless movement of materials and products, the right logistics strategy is essential. For manufacturers handling large volumes, critical functions like managing inbound imports, warehousing, and nationwide distribution can quickly become a challenge. This case study explores how Averitt's comprehensive transportation and distribution solutions helped a leading rainware manufacturer streamline operations, reduce complexity, and support long-term growth.

Shipper Background:

Spectra Gutter Systems is the nation's largest manufacturer of gutter rainware products. With over 40 years of industry expertise, Spectra processes raw materials into premium gutter components and distributes them through its nationwide branch network. As the company expanded its operations – including an increasing volume of imported products – it required a more integrated and flexible logistics partner to streamline transportation, warehousing, and distribution.

The Challenges:

Before partnering with Averitt, Spectra faced several logistics challenges that hindered efficiency and growth:

- **Port-to-Warehouse Coordination:** Managing the movement of imported products from the Port of Savannah to their Atlanta facility required a more streamlined solution that didn't rely on multiple providers.
- **Nationwide Expansion Needs:** As Spectra set aggressive growth goals, they needed flexible storage and fulfillment options to scale efficiently without prematurely committing to new locations.
- **Product Integrity in Transit:** Ensuring that delicate gutter products arrived undamaged and in pristine condition remained a priority, requiring a logistics partner with specialized handling expertise.

AVERITT'S SOLUTION:

Averitt provided an integrated logistics solution that streamlined Spectra's import, warehousing, and distribution processes:



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SEAMLESS IMPORT LOGISTICS:

- Averitt drays Spectra's imported products from the Port of Savannah, with shipments either transloaded onto Averitt truckload or moved directly to a combination of Distribution & Fulfillment Centers and Spectra's Atlanta facility.
- Leveraging Averitt's integrated logistics network allows Spectra to consolidate multiple transportation steps into a single, managed process.

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SCALABLE WAREHOUSING AND INVENTORY POSITIONING:

- Spectra utilizes Averitt's fulfillment centers to position inventory near high-demand areas, reducing transit times and enhancing service to dealers and contractors.
- Averitt's facilities handle order customization, pulling from various product categories to optimize shipments tailored to Spectra's customer needs.

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DAMAGE REDUCTION THROUGH SPECIALIZED HANDLING:

- Averitt's expertise in handling Spectra's boxed products minimizes damage risk, ensuring gutter components arrive in top condition.
- Uniformed Averitt drivers and well-maintained equipment reflect Spectra's brand standards, reinforcing their commitment to quality.

AVERITT'S SOLUTION:

CONTINUED

Averitt provided an integrated logistics solution that streamlined Spectra's import, warehousing, and distribution processes:



FLEXIBLE TRANSPORTATION SOLUTIONS:

- **Integrated Truckload & LTL Services:** Averitt's combination of full truckload and less-than-truckload (LTL) shipping enables Spectra to efficiently distribute products across its branch network.
- **Metered Store Delivery:** A scheduled delivery system ensures branches receive inventory precisely when needed, minimizing overstocking and warehouse congestion.
- **98% On-Time LTL Performance:** Reliable service levels provide Spectra with peace of mind that shipments will arrive as expected.

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ASSESSING THE BENEFITS OF DEDICATED:

- Spectra is also exploring Averitt's Dedicated services, which provide branded trucks and dedicated drivers operating on customized routes.
- This option would enable Spectra to scale logistics toward their \$1 billion growth goal without needing to invest in additional in-house fleet resources.



RESULTS:

- **Increased Operational Efficiency:** Streamlined import logistics, reduced handling steps, and improved warehouse positioning have boosted Spectra's ability to meet demand.
- **Improved Customer Satisfaction:** On-time deliveries and damage-free shipments ensure retailers receive products ready for sale.
- **Supply Chain Stability:** With a single logistics partner managing international, warehousing, and domestic transport, Spectra benefits from a cohesive, end-to-end supply chain solution.

CONCLUSION:

Spectra Gutter Systems' partnership with Averitt exemplifies how a fully integrated logistics approach drives scalability and efficiency. With the Power of One, Averitt provides tailored transportation and warehousing solutions while also offering something more—a true partnership.

Averitt serves as a single point of contact, ensuring Spectra gets the right solutions for both urgent shipments and long-term growth. As Spectra pursues its ambitious goals, Averitt's flexible logistics services keep them moving forward with confidence.

POWER OF ONE APPROACH: COMPREHENSIVE LOGISTICS SOLUTIONS UNDER ONE ROOF

At Averitt, our Power of One approach offers shippers an integrated logistics experience, bringing together every service needed to streamline your supply chain. With **LTL** for flexible regional and North American coverage, **Truckload** services offering extensive capacity and cross-border support, and **Dedicated fleet solutions** tailored to your operations, we provide seamless transportation from start to finish.

Our **Distribution & Fulfillment** services offer warehousing flexibility with nearly 5 million sq. ft. of space, adaptable for seasonal fluctuations, while our **Integrated and Global Solutions** handle everything from cross-border transport to customs brokerage.

With facilities near major East and Gulf Coast ports (Norfolk, Savannah, Charleston, Jacksonville, Mobile, and Houston), Averitt enables direct distribution from port to market, minimizing handling time and expediting delivery. Our strategically located facilities reduce transit times and optimize distribution by bypassing the need for inland distribution center storage, allowing products to reach dealers faster and with fewer touchpoints.

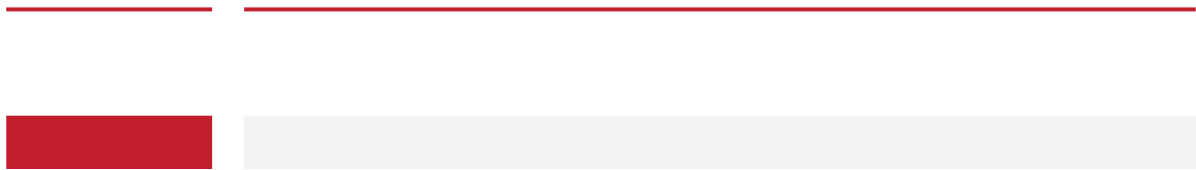
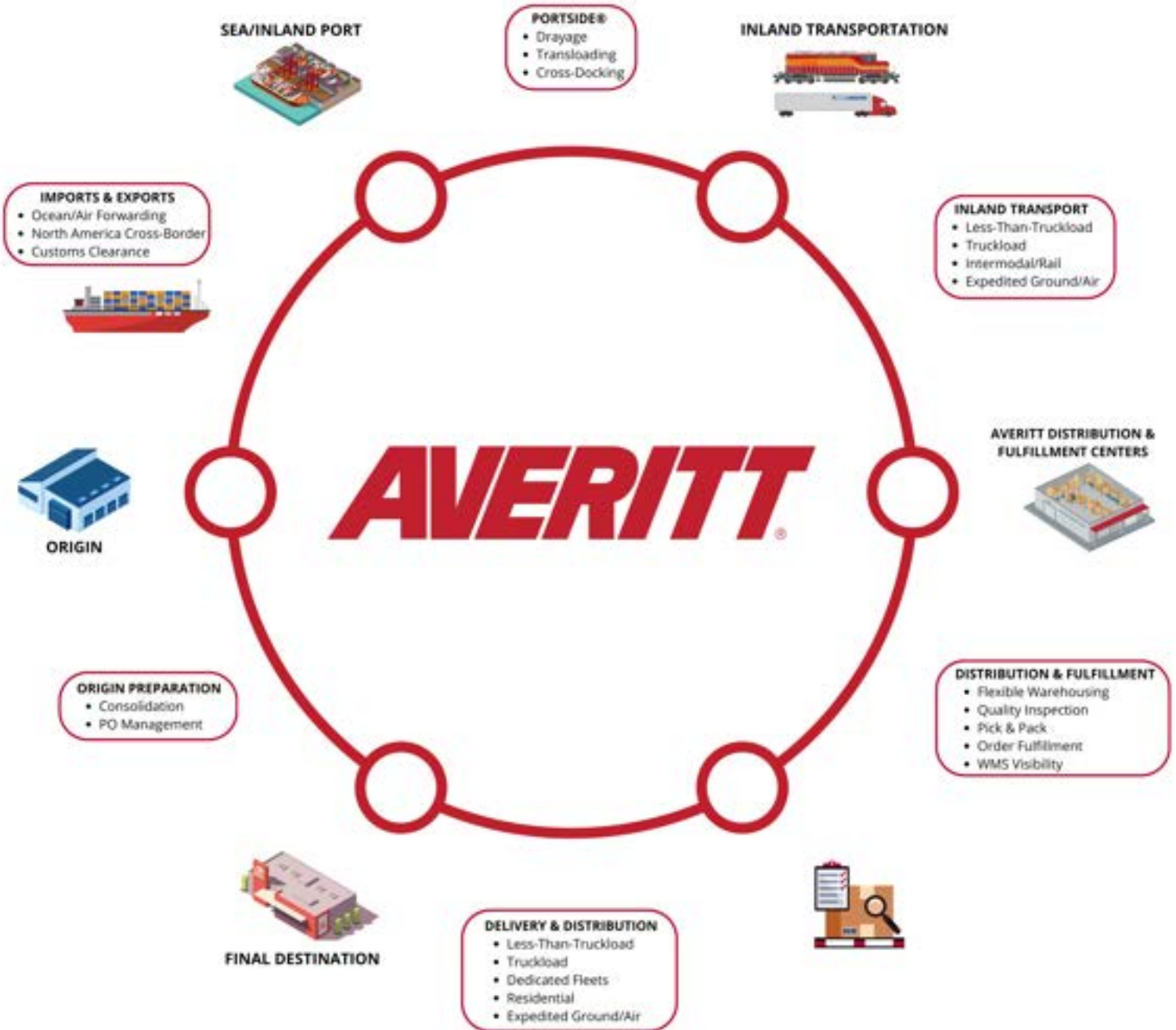
By consolidating all your logistics needs into one reliable partnership, Averitt's Power of One approach simplifies operations, enhances efficiency, and enables a cohesive flow across your supply chain. With one contact and one invoice, we bring the full power of our capabilities to meet your unique logistics needs, so you can focus on what you do best—while we take care of the rest.



Discover how Averitt's comprehensive supply chain solutions can optimize your operations from start to finish.

Visit [Averitt.com/Capabilities](https://www.averitt.com/capabilities) to learn more about the Power of One.

THE POWER OF ONE



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\$15+ MILLION

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SINCE JOINING SMARTWAY



5.4M GALLONS DIESEL FUEL
84% NOX EMISSIONS
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CLAIMS RATIO



ON-TIME LTL



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ON-TIME EXPEDITED

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ASSOCIATES



23,000
PIECES OF EQUIPMENT



85
SERVICE CENTERS



THE POWER

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ONE PARTNER, ZERO WORRIES.

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THE POWER OF ONE

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