

CASE STUDY:

JONES PERFORMANCE SCALES GROWTH WITH FREIGHTVIEW®



About Jones Performance

Jones Performance is a manufacturer of standard replacement and custom fiberglass truck hoods. A recognized aftermarket supplier since 1979, the company provides hoods for over 80 different models, including Ford, GM, International, KW, Mack, White, GMC, Volvo, Peterbilt, and Freightliner.

Jones Performance has grown significantly since the 1990s and now serves customers nationwide. The manufacturer is committed to offering competitive lead times and just in time product delivery—approximately 95% of single hood orders are shipped within 24 hours.

The Challenge

Historically, the Jones Performance sales team negotiated shipping rates by calling or visiting multiple carrier websites. As it grew to serve new customers and markets, the manufacturer needed a more efficient process to scale its shipping operations. Requirements included the ability to maintain existing carrier relationships and keep shipping costs low.

As a family-owned company since the 1970s, Jones Performance has also evolved the way it does business to remain competitive in the global economy. Reducing freight expenses is critical to the firm's competitive advantage against cheaper overseas competitors.

“MINIMIZING SHIPPING COSTS IS PART OF HOW WE STAY COMPETITIVE AGAINST INTERNATIONAL COMPANIES. FREIGHTVIEW ALLOWS US TO DO JUST THAT.”

– DAN JONES, VICE PRESIDENT JONES PERFORMANCE

Challenge

Jones Performance needed a more efficient process to scale its shipping operations and remain competitive against overseas competitors.

Solution

Freightview decreases the time, labor, and costs of procuring transportation for Jones Performance—helping the company continue to grow in a global marketplace.

Results

- 1 Saved 10 minutes per order, totaling 100 hours per month
- 2 Improved competitive advantage
- 3 Increased visibility into freight operations

The Solution

Jones Performance selected Freightview, an online freight management tool, to help streamline its shipping processes. After a quick and easy set up process, Freightview enables Jones Performance to compare costs, transit times, and service levels on a single screen without having to repeatedly log into multiple carrier websites. The tool instantly pulls up Jones Performance's negotiated carrier rates, spending history, and lane usage, giving the company unprecedented insight into its shipping habits and hidden cost savings.

The Results

Freightview helped Jones Performance scale its shipping operations by decreasing the time, labor, and costs of procuring transportation. The proprietary technology has cut an estimated 10 minutes off each shipment, saving the company almost 100 hours of processing time per month. In addition to time-savings, the tool levels the playing field by giving the sales team a direct comparison of carrier rates.

By keeping shipping costs low, Freightview helps Jones Performance price their products competitively and continue to grow in today's global economy.

Freightview's reporting and analytics features also provide Jones Performance with a wealth of data around its shipping habits. This gives the company better visibility into its freight operations—including lane usage, order density, average spend, and more—so it can continue driving down hard and soft freight costs and ultimately improve the bottom line.

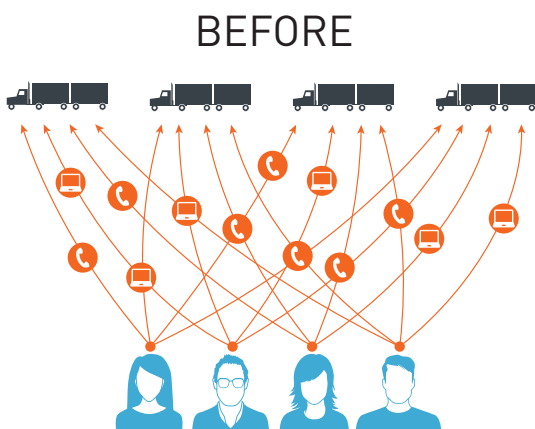
THE PROPRIETARY
TECHNOLOGY HAS CUT
AN ESTIMATED

10 MINUTES

OFF EACH SHIPMENT,
SAVING THE COMPANY
ALMOST

100 HOURS

OF PROCESSING TIME
PER MONTH



Sales representatives obtained LTL quotes by calling or logging into each carrier website multiple times a day.



Sales representatives can rate, book, track, and report on all their LTL shipments through one online tool.