

GRIMCO CASE STUDY

Grimco Avoids \$1.6M in Fees

Additional \$600K Recovered Through Improved Optimization Opportunities

CUSTOMER

Grimco is one of North America's largest sign and media supply distributors, headquartered in Missouri. The company operates 65-plus locations across the U.S. and Canada, supported by two manufacturing sites, 11 regional hubs and a nationwide branch network.

Since 2009, Grimco has completed acquisitions nearly every year, steadily expanding its footprint and customer base.

THE CHALLENGE

Each acquisition introduced unique transportation processes, carrier relationships and workflows which require alignment with Grimco's network. Newly acquired teams often needed additional support for less-than-truckload (LTL) shipments and the company's freight drove overdimensional surcharges.

Grimco needed a logistics partner with a repeatable framework that could scale with its growth without sacrificing cost, control or service.



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"Jarrett has always been proactive when it comes to identifying opportunities. Their lane-level analysis has helped us identify consolidation opportunities that deliver real cost improvement. That kind of collaborative approach is what separates a true partner from a vendor."

Steven Burian, Logistics Manager
Grimco

THE SOLUTION

Jarrett built a scalable logistics framework for rapid acquisition onboarding, allowing new locations to receive orders from day one with no additional technical setup.

- Jarrett's long-standing carrier relationships yield competitive pricing with key national carriers and the addition of regional carriers to diversify the network.
- Systems flag same-day duplicate shipments for consolidation, and a location efficiency dashboard identifies opportunities to ship from closer facilities.
- Proactive freight auditing captures savings from accessorial overcharges, classification errors and LTL consolidations.
- New acquisitions are added to the carrier network with hands-on LTL training for incoming teams on NMFC classifications and product specs.

"Every acquisition comes with its own freight challenges. Having a partner like Jarrett who can onboard additional volume and locations without a lot of hand-holding has been critical," said Steven Burian, Logistics Manager at Grimco.

THE RESULTS

- **\$1.6M in overdimensional fee avoidance** throughout the partnership with negotiated carrier pricing programs
- **\$590,000 recovered through network optimization improvements** since 2023, with more opportunities as sites adopt Jarrett's recommendations
- **Over \$138,000 in proactive savings** across 381 audit findings
- **Seamless intra-Canada expansion** following Grimco's acquisition of Provir

"Consistency is underrated in logistics. When you're growing through acquisition, there's already so much change happening internally, the last thing you want is variability in your freight program. Jarrett has given us a stable, reliable foundation. Over 15-plus years, they've grown alongside us, and that institutional knowledge is key," said Burian.