

"Outsourcing my day-to-day tactical functions freed me to focus on strategic projects that have saved us well over \$1M."

Mark Davis, Corporate Buyer
Jay Industries Incorporated

JAY INDUSTRIES INC. CASE STUDY

UNLOCKING \$250K IN INBOUND FREIGHT SAVINGS WITH STREAMLINED SOLUTIONS

RELATIONSHIPS BUILT ON CONTINUOUS SAVINGS, TOP TECHNOLOGY AND SUPERIOR CUSTOMER SERVICE LAST 10X LONGER

CUSTOMER

Jay Industries is a family-owned manufacturer specializing in metal and plastic components for the automotive, agricultural, and OEM sectors.

Headquartered in Mansfield, Ohio, the company employs over 1,000 people and generates \$250 million in annual revenue. They have partnered with Jarrett since 2010, managing \$800,000 in inbound freight.

THE CHALLENGE

Jay Industries faced rising costs due to a prepaid inbound freight program and growing transportation management demands. Despite initial hesitation to outsource, the in-house team of 8-9 associates used inconsistent processes, leading to inefficiencies and frequent reliance on expensive expedited shipping.

Limited shipment visibility consumed staff time, and key functions like LTL auditing were overlooked, resulting in significant monthly losses. Inadequate reporting further hindered carrier selection, forecasting and operational planning.



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THE SOLUTION

Jarrett transformed Jay Industries' freight operations by switching prepaid inbound freight to collect and consolidating all LTL, truckload and expedited shipments under one managed system.

With access to more than 10,000 approved carriers and AI-driven technology, Jarrett reduced freight rates by 25–30% and provided real-time visibility, optimized routing and detailed reporting. This solution delivered more than \$1 million in savings, cut administrative workload and improved overall supply chain efficiency.

CENTRALIZED FREIGHT MANAGEMENT

Jarrett consolidated all of Jay Industries' LTL, truckload and expedited shipments under one managed system, improving efficiency and reducing complexity.

CARRIER NETWORK ACCESS

Through Jarrett's network of more than 10,000 approved carriers, Jay Industries gained access to top-performing providers and secured freight rates 25–30% lower than market averages.

FAST, RELIABLE SUPPORT

Jarrett's commitment to responsiveness—answering calls within three rings and replying to emails in under 10 minutes—helped Jay Industries quickly resolve issues, minimize delays and keep freight operations running smoothly.

DATA DRIVEN VISIBILITY

Daily and monthly reporting gave Jay Industries full insight into inbound and outbound freight, helping eliminate manual processes, identify cost-saving opportunities and improve operational decision-making.

"The reports from Jarrett are amazing. They've transformed our operations—and they keep getting better," said Mark Davis, Corporate Buyer for Jay Industries.