

# CASE STUDY

## TRUCKLOAD SERVICES

### HIGHLIGHTS

**200**  
PARTS IN EVERY  
AUTOMOBILE

.....

WORLDWIDE  
**LEADER**  
IN FINEBLANKING  
TECHNOLOGY

### SUMMARY

If you drive a car, you're utilizing one of the 200 Feintool fineblanked parts in every automobile. Feintool founder Fritz Bosch began his career as a toolmaker which later led to his ability to recognize the need for fineblanked precision components in the automotive industry. Feintool's fineblanking machinery produces detail in auto parts all the way from millimeter to micron. Starting small and growing his business to become a worldwide leader in fineblanking technology, Bosch has manufacturing centers in the United States as well as in Japan. While fineblanking is their specialty, Feintool is also known for their expertise in fabricating press systems, tools and many other parts and services.

### CUSTOMER CHALLENGES

Time is money and when Feintool began their transition from solely manufacturing tools to becoming a tier one automotive part supplier, the resources necessary to manage the added logistics operations was insurmountable. Having to spend the better part of their day scheduling and tracking shipments was proving to be an inefficient use of employee time. The seemingly endless logistics paperwork associated with moving all the newly manufactured automotive parts was taking away from Feintool's need to focus on their core business.

### RESULTS

In partnering with AFS, Feintool found a one-stop shop service which allowed them to rest easy, trusting AFS to use their expansive resources and experience to optimize Feintool's transportation needs. The truckload team worked with carriers to find that consolidating multiple LTL shipments each day into one daily pickup significantly lowered their overall LTL spend. The scheduled daily milk run not only saved Feintool on their bottom line, but it also reduced the number of man hours needed to manage the hassle of shipment scheduling and perpetual invoicing. The ability of the AFS freight audit and payment teams to perform a cost savings audit and to consolidate carrier payments afforded Feintool the time and energy necessary to make their transition to a new business segment.

**"AFS has been able to supply Feintool with excellent customer service by providing us with a dedicated dispatcher and account representative who are involved with Feintool's daily logistics operations and who keep us updated with what is happening in the industry. AFS ensures Feintool is given the most competitive rates without sacrificing the quality of delivery. This assists Feintool in keeping costs down in a very competitive automotive market. AFS' approach is to treat our relationship as a partnership."**

**-Feintool, Production Control Manager**