



MILESTONE

Reliability, Delivered

OUTDATED CHASSIS IS AN INDUSTRY-WIDE PROBLEM - STAY AHEAD OF THE GAME WITH MILESTONE

The Backstory

Considering the sheer number of products and goods National Retail Systems, Inc. (NRS) ships across the country each year, reliability is not only key – it's imperative.

Last year the 3PL handled more than 4 billion pounds of freight, completed 50 million truck miles and executed over 250,000 store deliveries. For one customer alone, NRS provided drayage for up to 1,000 containers, up to 50 store deliveries per store, per night in New York City, and 20 million pounds consolidated and de-consolidated per week in New York / New Jersey and Los Angeles / Long Beach.

The Challenge

"The bulk of chassis in today's market is old and unreliable, some of which have been in circulation for years – even 20 years," says Steve Schulein, Vice President of Drayage and Industry Relations at NRS. "With up keep they are expensive to maintain, not to mention there are a number of safety concerns. Outdated chassis is an industry-wide problem."

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- Steve Schulein, Vice President of Drayage & Industry Relations, NRS

Founded in 1952, NRS is a family-owned and operated asset-based, privately held 3PL provider headquartered in North Bergen, New Jersey. The company, which also includes Keystone Freight Corp. & National Retail Transportation, Inc. (NRT) has hub locations in New York & New Jersey, Los Angeles & Inland Empire California, Savannah, Baltimore, Columbus, Ohio and Greensboro, North Carolina.

NRS services include consolidation, deconsolidation, truckload, drayage, store delivery, dedicated fleet, distribution and DC bypass.

Continued on reverse.



BY THE NUMBERS*

WHY NEW CHASSIS MATTER

4

**BILLION POUNDS
OF FREIGHT HANDLED**

50

**MILLION
TRUCK MILES COMPLETED**

250K

STORE DELIVERIES EXECUTED

*FOR 2017

Our Solution

Milestone approached NRS and partnered with the 3PL in March of 2017.

“Overall, they had some very distinct advantages,” Schulein says of Milestone. “One of the big benefits is that they offer brand new chassis, which means virtually no maintenance and repair costs. They are always adding new assets to their fleet. There are also pricing advantages and the location of their chassis pool is convenient to the ports including Savannah, New York-New Jersey and now California.”



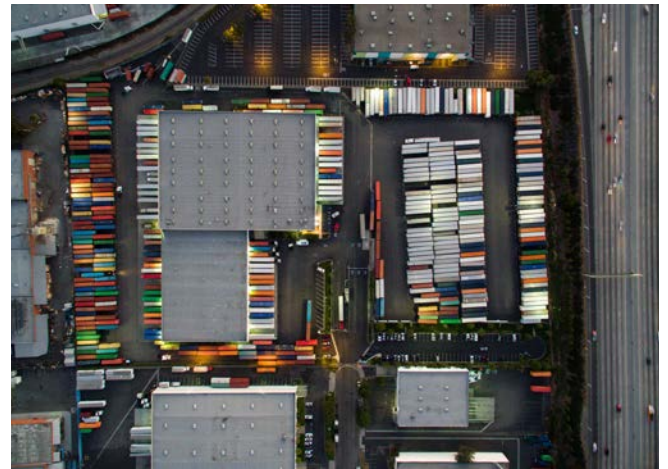
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Steve Schulein

Vice President of Drayage & Industry Relations, NRS

In addition to access and a national network, it's Milestone's signature personalized customer service that helps set the company apart from the rest.

“Milestone is always there to help, no matter where it is, if it's at a terminal to get a booking or on the phone,” says Schulein. “Milestone is on point, they are very responsive. When you're looking at chassis, you're looking to move very quickly and they move quickly to help their customers. I like to share good experiences and I personally have directed quite a few people from the competition to Milestone.” ▲



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