

TRANSPLACE

The 3PL & Technology Company

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Lean Six Sigma Program Helps Transplace Reduce Operations Costs and Maintain Exceptional Service Levels During Critical Times

Leading third party logistics services provider utilizes Lean Six Sigma to eliminate waste and improve operational efficiency, offering higher value to customers without tightening its budget

December 9, 2008 (Dallas, TX) – In today’s uncertain business environment, companies are constantly looking for ways to improve their business practices and uncover savings. As a leading provider of transportation management services and logistics technology, Transplace recognizes the importance of eliminating waste and streamlining supply chain operations and has established a Lean Six Sigma program to train its employees and customers to optimize processes and efficiency. To date, Transplace has enabled the training or certification of 12 Black Belts and 65 Green Belts that lead and provide support on projects. This program has resulted in savings in excess of \$5 million, allowing Transplace to continue investing in people, processes and technology that brings value to its customers.

Driven by CEO Tom Sanderson, Transplace instituted its Lean Six Sigma program in March 2005 to equip employees to make decisions based on statistical analysis and drive waste out of processes. Since its implementation, Transplace has expanded its program to teach these best practices and continuous improvement principles to its customers as well.

“Transplace established a Lean Six Sigma program because it provided a proven set of tools and principles for training employees on how they can bring greater value and efficiencies to our customers,” said Chad Palmer, vice president of lean six sigma and on-boarding for Transplace. “This methodology provides a roadmap for identifying and eliminating waste and minimizing variation and defects in a company’s processes with a factual, data driven approach.”

Eliminating waste and simplifying processes is even more important now with the uncertain economy and constant pressures to lower costs. As companies deal with tightening of budgets, volatile fuel prices and other transportation constraints, Lean Six Sigma provides the tools needed to stay competitive and maximize resources. Companies utilizing Len Six Sigma can systematically evaluate their operations and determine the root cause of errors and develop a plan for correcting the problem.

Transplace suggests key recommendations for successfully implementing a Lean Six Sigma program:

- **Provide executive support and leadership:** Programs have a better chance of positively influencing the culture with sustainable results when there is sponsorship and support from the highest levels.
- **Dedicate qualified individuals:** Commit employees with the appropriate skills and not just those that are available. It is important to have solid leadership driving the program and teaching these critical skills to others.
- **Practice what you preach:** Using Lean Six Sigma principles internally drives experience and knowledge on the program and strategies.

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- **Fully develop your program:** Companies should consider committing 1 percent of their employees to a full-time Black Belt role and engage 10 percent of their employees part-time for leading Green Belt projects.
- **Learn from others:** Discussing successful Lean Six Sigma strategies with peers paves the way for building best practices and aids in avoiding common pitfalls. Continue to benchmark your Lean Six Sigma program with others.
- **Do not practice on customers:** Becoming proficient at Lean Six Sigma strategies before engaging customers is critical in order to ensure positive results occur and problems are avoided during implementation.

“Effectively implementing a Lean Six Sigma program can positively impact a company’s operations and culture, in which every step of the process can yield great value and savings to customers,” said Steve Moore, lean six sigma black belt. “Fully committing to an investment in this program can change the way the organization thinks and acts, and thus help it become a much more efficient and data driven decision making company.”

To learn more about Transplace, please visit www.transplace.com.

About Transplace

Transplace is a non-asset based third-party logistics (3PL) provider offering manufacturers and retailers the optimal blend of logistics technology and transportation management services. From complete logistics management outsourcing to intelligent transportation management systems (TMS) to supply chain network planning and design to high-quality brokerage services, Transplace has proven the ability to deliver both rapid return on investment and consistent value to customers. The company is recognized among the elite 3PLs in North America by a customer base that includes many of the largest shippers in the world.

In 2008, Transplace was awarded with the *Global Logistics and Supply Chain Strategies* “100 Great Supply Chain Partners” distinction for the fifth consecutive year and by *Supply & Demand Chain Executive* as a “Top 100” provider in supply chain transformation for the third consecutive year. Transplace was also recognized by *Inbound Logistics* as a “Top 10 3PL” for the sixth consecutive year, and is an eyefortransport “The Best 3PL in North America” Consumer Goods category 2008 winner.

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