

CASE STUDY: TAJ FLOORING

ABOUT THE COMPANY

TAJ Flooring is a family owned and operated commercial flooring supplier that partners with top producers of resilient flooring. They import high quality commercial flooring from around the world that meets the latest environmental standards such as the Health Product Declaration and the Environmental Product Declaration.

THE CHALLENGE

TAJ's commercial flooring sales and national customer base were growing rapidly and putting increased pressure on logistics. Their freight process was manual, time consuming and lacked visibility into their freight spend. The process inefficiencies made it difficult to generate accurate shipping reports and made verification of deliveries labor intensive. TAJ needed more visibility into their spend and shipments.

"Trinity has helped us to streamline freight quotes to our clients, lower the freight costs and simplify logistics...Trinity has helped our company and has also helped us improve our service to our clients."

Char Libel
Customer Service Manager



THE SOLUTION

Trinity performed a complementary freight analysis on TAJ's historical freight information and processes. The first step was negotiating direct LTL prices on their behalf, resulting in a 15.7% savings. Afterward, using a collaborative service model, Trinity led TAJ through a seamless transportation management system (TMS) implementation and trained their customer service team on the web-based tool.

THE RESULT

The quarter following their implementation of Trinity's solutions, TAJ enjoyed their highest sales volume since their company began in 2008. This was achieved without having to add on any additional logistics personnel. TAJ has doubled their sales revenue from the year before and are seeing increased profits as a result of the partnership with Trinity.

Cost Per Pound

17%

Under Truckload Cost

37%