



Council of Supply Chain  
Management Professionals

Educating and Connecting the World's Supply Chain Professionals.™

# CORPORATE SPOTLIGHT



## *In a nutshell, what is your company all about?*

The Shippers Group is a leading national third-party logistics company. With 5.3 million square feet of space in 12 locations across 5 states, we provide Public and Contract Warehousing, Contract Packaging, Ecommerce Fulfillment, and Transportation services. TSG has over 1200 associates focused on improving our customers' experience by being responsive, flexible, and innovative - using proprietary technology to offer scalable WMS configurability, EDI and API integration, customer visibility in real time, pick-to-voice, and layer picking.

## *What makes your company different from other companies in your industry?*

As a privately-owned company, The Shippers Group relies on our heritage ingrained with values of integrity, innovation, excellence, and safety to deliver value to our customers by becoming 1st in supply chain performance. We work in tandem with our clients to ensure that the services and customer service we provide are fully aligned with their customers' end to end supply chain needs. Key differentiators are our high performing associates, who are led by a skilled management team, guided by SOPs, and measured against key performance indicators. Our goal is to provide the ultimate supply chain experience by understanding, delivering and continuously improving services that meet our customers' needs.

## *What is your company's most recent greatest accomplishment?*

2019 was a banner year at The Shippers Group! We significantly increased revenue through new sales and opened three new distribution centers. The opening of Richmond, VA added 437,000 square feet of dedicated distribution space; a second facility in Grand Prairie, Texas increased our size by another 300,000 square feet of space; and we opened a second facility in Hutchins, Texas for our new headquarters and multi-client distribution center, replacing the former Forney Road location. Accolades include superior BRC and AIB ratings at all our food-grade distribution centers, Inbound Logistics Green 75 Member, Food Logistics Top 3PL & Cold Storage Provider, Transport Topics Top Dry Warehousing Companies, and Inbound Logistics Top 100 3PL Companies. We have also been recognized for our partnership with Good 360 and the American Logistics Aid Network for our support of aid to those impacted by recent natural disasters.

## *What is the biggest challenge you face in your industry?*

At The Shippers Group, employee turnover is well below the industry average with some associates tenure in excess of 40+ years with the company. However, talent acquisition has become more challenging as we grow and expand. This year alone we've added 800,000 square feet of space with new locations in Virginia and Texas. We look for associates with steadfast high performance, who do what it takes to satisfy our customers' needs in fast paced and dynamic environments. At TSG we are committed to our associates' safety and well-being, training, coaching, and development with opportunities for advancement and fulfilling careers.

## *Why is your company a CSCMP Corporate Member?*

The Shippers Group is a long-time supporter of CSCMP. The impact CSCMP has on educating the logistics and supply chain industry cannot be overstated. CSCMP has been instrumental in bringing networking opportunities to our industry, exposing participants to insights from thought leaders, and providing opportunities to develop new business partnerships and life-long friendships.