

CASE STUDY

Livingston helps Metaldyne deliver on time and on budget



FACTS ABOUT
METALDYNE CORPORATION

- Recognized, global leader in the automotive parts industry
- Headquartered in Plymouth, Michigan, a subsidiary of Asahi Tec
- 33 facilities in 14 countries, with a team of more than 6,500 people
- Designer and supplier of powertrain and chassis products used in vehicles worldwide
- High-volume production capabilities
- Design-to-launch solutions that improve vehicle performance

You'll find Metaldyne's engine, chassis and driveline products in vehicles around the world. Their customers include GM, Chrysler, Ford, Toyota and other leading automakers along with the largest Tier One parts manufacturers. To stay competitive, Metaldyne depends on a reliable and cost-efficient flow of imports into the United States.

Background

As a frequent importer with manufacturing facilities across the U.S., Metaldyne needed its customs and compliance functions to be responsive, reliable and easy to manage. Growing shipment volumes, an increasing number of ports of entry and dealing with multiple customs brokers, however, was leading to increased complexity and cost.

Metaldyne responded by conducting a complete review of its import process. To remain competitive in the automotive industry, management knew that they had to control costs without sacrificing speed or compliance.

They needed a new, improved way of doing business.

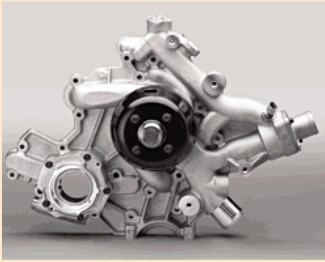
Livingston's Solution

After reviewing many service providers, Metaldyne ultimately selected Livingston as the sole provider of customs clearance services for its imports—whether from overseas, Canada or Mexico. Our solution for Metaldyne includes the following.

Single service team providing national coverage

Livingston provided Metaldyne with a single client service team who knows Metaldyne, its products and the automotive industry. The team handles all customs release and entry, regardless of the port of entry.

Rather than spending hours each day contacting different offices, Metaldyne now works with a single location. "My Livingston team has really become an extension of Metaldyne" says Ed Traub, Metaldyne's director of Materials, Logistics and Energy. "They only involve me on exceptions. They follow our agreed-to operating procedures and allow me to focus on managing the business—not the transaction."



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Livingston's Solution

Electronic Tools

Metaldyne also benefits from a number of Livingston technology solutions, allowing Metaldyne management to manage their imports and exports more effectively. Our technology solutions include a landed-cost calculator, EDI billing, and document imaging with online archiving and retrieval.

Continuous Process Improvement

When Metaldyne selected Livingston, the implementation plan called for the two companies to work jointly on continuous improvement.

Livingston quickly identified significant savings in the areas of documentation, communication and drayage. "People make the difference, and the Livingston team has supported Metaldyne from the start with innovation and dedication," notes Traub.

Metaldyne's Results

Streamlined process: Today Metaldyne needs fewer employees directly involved in the import process, while their staff has quicker, easier access to both information about the company's imports and our customs experts.

Reduced cost: Metaldyne estimates that, in its first year with Livingston, its cost to manage customs and import compliance functions dropped by 17 percent..

Time savings: Metaldyne business units or departments no longer have to struggle with different offices, hours of operation and knowledge. Each inquiry is answered by a team who knows Metaldyne and, more importantly, knows its business.

Improved compliance: A single team managing all import transactions—using Metaldyne's business rules—has resulted in a 50 percent reduction in Metaldyne's post-entry filings.

To become a U.S. Customs Brokerage client or to find out other ways in which we can help, contact us at 1-800-837-1063 or www.livingstonintl.com