

Engineering success: AIT powers a mobility technology leader's overseas growth

Summary

When a mobility technology leader needed industrial machinery and related components for a new manufacturing line to be transported from Europe to the United States, AIT's experts delivered. Within just a few days, AIT professionals on both continents coordinated to quickly develop a cost-effective project cargo solution customized to the client's needs, including warehousing, crating, vapor sealing and shipping 66 oversized crates from Antwerp, Belgium, to western New York. Thanks to AIT's industrial logistics experts, every piece arrived on time and in perfect condition, ready for the client's engineers who flew in from France to install the production line.

The Challenge

Navigating complex requirements

In addition to a time crunch to get the vital machinery and components to New York in time to meet up with the installation engineers, the equipment required non-standard packaging, due to its sensitivity to water vapor.

Also, a stringent requirement for security, given the \$6 million value of the cargo, added another layer of complexity to an already challenging shipment.

The Solution

Crafting tailored service bundles

AIT's team of professionals developed a multi-faceted logistics strategy that addressed each of the client's needs with precision. Key solutions included:

- **Rapid Warehousing and Crating:** Identifying and securing warehousing space in Antwerp within days and managing cost-effective crating solutions.
- **Innovative Packaging:** Applying vacuum sealing to protect sensitive electrical components from water vapor, ensuring the cargo's integrity throughout the shipment cycle.



- **Strategic Routing:** Utilizing ocean freight for cost efficiency and deploying open-top, high-cube containers to facilitate crane loading of the oversized crates, ensuring safe transport.
- **Documentation and Timing:** Navigating documentation challenges and coordinating shipment times to align with the client's manufacturing schedule, including staggered deliveries to match the onsite engineers' availability.

The Result

Delivering success

The acumen of AIT's global industrial logistics experts resulted in all 66 crates arriving on time and in pristine condition, ready for the client's engineers to commence installation, and re-inforcing the trust and partnership between AIT and the client.

The AIT Difference Makers

- ✓ Carefully vetted network of core carriers and suppliers
- ✓ Seamless collaboration between AIT's European and U.S. teams
- ✓ Tailored solutions, including coordinating on-site crating and sophisticated packaging techniques
- ✓ Mastery in navigating the complexities of ocean freight, from selecting the best sailing options to ensuring the safe and efficient loading of high-value cargo
- ✓ Proactive communication and 24/7 operational support

Discover what AIT can do for you

For more information about AIT's industrial solutions, contact Dan Stahl, Director of Sales, Industrial dstahl@aitworldwide.com or +1 (630) 948-0506

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