

Why Suppliers Should Maintain High On-Time, In-Full Performance – Even When Retailers Don't Require It



When considering the importance of On-Time, In-Full (OTIF) performance, retail compliance and fine elimination are often at the top of the list. **Yet, the greater business impact of industry-leading OTIF performance extends far beyond compliance. The bottom line is that strong OTIF performance produces consistent product availability, which translates to sales and business growth.** Let's take a closer look.

THE IMPACT OF ON-TIME, IN-FULL DELIVERY

Consistent Product Flow through Retailer DC Networks

Product is In-Stock at Retailer Shelves

Stronger Shelf Position
Better Sales Throughput
Improved Retailer & Buyer Relationships
Increased Customer Loyalty

BUSINESS IMPACT
Sales, Profitability, SKU Growth, Brand Recognition, Market Share

HOW TO ACHIEVE HIGH IN-STOCKS

Since 2013 – for over a decade – RJW has been the industry leader in OTIF performance, delivering over 98% On-Time, 99% In-Full with nearly 100% accuracy. No other 3PL can make this claim. Our deep retail logistics expertise positions suppliers to achieve the strongest OTIF performance in the industry. Here's how we do it.

UNIQUE COUNTBACK FEATURE eliminates short pays and ensures 100% inventory and shipment accuracy to retailer DCs.

MULTI-STEP QUALITY CONTROL & SHIPMENT AUDIT PROCESS creates shipping accuracy, consistent product flow and a strong shelf presence.

MULTI-DAY REVIEW establishes a fast, accurate replenishment system and consistent product flow to the shelf. Unlike other 3PLs who conduct a weekly review, RJW reviews Walmart orders 2-5 times per week.

When coupled with our industry-leading 98%+ On-Time performance, your product is always on the shelf when consumers want it.

RJW's proven approach and retail logistics expertise grows businesses. We want to grow yours.

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