

Staying Nimble, Flexible

MILESTONE'S OPEN ARCHITECTURE PLANS ARE DESIGNED TO MEET OUR CLIENTS' SPECIFIC GOALS

The Backstory

Established in 1988, Quik Pick Express has grown to be one of the most comprehensive logistics companies serving the Import/Export community. With corporate headquarters in Carson, California (just four miles from the Long Beach and Los Angeles Harbor) and Oakland, California, they provide third party logistics up and down the West Coast.

Quik Pick Express operations currently include container drayage, transloading, load consolidation, heavy lift, heavy haul, bonded trucking and warehousing, refrigerated container plugs, and customs courier service for many Fortune 500 companies. The company prides itself on staying nimble and responding quickly to customer requests. As a result, flexibility in obtaining transportation equipment is key.

The Challenge

As a company that works in overweight container logistics, Quik Pick Express executes a variety of import and export work and has a need for heavyweight chassis. They import a variety of products, including food products, water, building materials, base metals, household goods, furniture and agricultural products. The ability to carry more cargo is cost-effective and creates less traffic, less pollution and less congestion.

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Before partnering with Milestone, Quik Pick Express had few options. One was to commit to a long-term lease on chassis when there was a shortage of containers. At the other end of the spectrum was a short-term lease through the port and paying on a daily basis.

“If a customer has a surge of product coming in and needs at least 25 chassis for only a month, it’s cost-prohibitive to do it through the port, and not the best idea to sign a long-term lease,” says George Boyle, Quik Pick Express President & CEO. “We needed something to cover the in-between area of those two choices.”

Continued on reverse.



FLEXIBLE LEASE OPTIONS

DESIGNED TO MEET YOUR NEEDS

Milestone’s open architecture leases are created to meet your specific goals and objectives.

- **SHORT-TERM AND LONG-TERM**
- **DAILY RENTAL POOLS OF CONTAINERS, TRAILERS AND CHASSIS**
- **CUSTOMER SPECIFIC FLEET LOGISTICS OPTIMIZATION**

Our Solution

Milestone provided dedicated capacity via the Harbor Trucking Association fleet through ChassisFinder, an online chassis reservation platform. Quik Pick Express avoided the need to make a substantial financial commitment in buying a chassis while having the ability to lease it for the desired amount of time. The new equipment saved them countless driver hours, having rejected equipment changed out after containers were already loaded onto a port chassis. The option to step in and out of chassis use as their needs and volume fluctuated has helped them to save money as well.

This chassis pool also benefited the industry since it has attracted motor carriers to the HTA and directly increased their membership.

The HTA, headed by Boyle, who serves as president, is a coalition of Los Angeles, Long Beach and Oakland intermodal carriers whose purpose is to advocate, educate and promote strategies with other goods movement stakeholders and policy makers that will sustain emission reductions, provide a dialog for intermodal truck efficiency, and to return cargo and jobs to California ports.

Milestone is the customer-centric provider that strives to provide solutions tailored to each customer's unique business needs. Milestone operates a diversified fleet of over 84,000 units of equipment and offers customers a wide variety of flexible leasing and rental programs. ▲

Milestone is a great company and partner to work with because they are committed to the industry and are ready, willing and able to commit capital to the purchase and the availability of chassis for our members.

George Boyle

Quik Pick Express, President and CEO



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