Stress Less, Scale More
With Proven Results from

RL
RenewalLogistics

Increasing Efficiency for PVH

Problem
PVH Corp., an American clothing company which owns brands such as Tommy Hilfiger, Calvin Klein, Warner's, Olga and True & Co., was grappling with the decision of reinvesting into an aging building with population decline, or moving their operation. They quickly realized diverting all of their ancillary operations to RL would free up capital and eliminate operational constraints.

Result
As a result of PVH moving their full returns operations to Renewal Logistics, PVH was able to provide early retirement to its workers and sell a small distribution center that would have required a significant capital investment to augment. Additionally, we adjusted their returns to be billed at a per item price, with the intention of progressively reducing returns and other variable costs. This is much more efficient than the prior set up where they paid salaries and overhead monthly, regardless of volume. This reduction of overhead and labor saved them over $2MM in annual expenses.

Strategic Alignment
Renewal Logistics now also handles all Value Added Services, packaging for wholesale accounts, Amazon FBA prep, and provides overflow and distribution support as needed. We've become an integral component of their distribution planning. This partnership has allowed PVH to hit countless ship dates that would not have otherwise been possible, and allowed their managers to focus all of their bandwidth onto making their core business run more efficiently and profitably.

CLIENT TESTIMONIAL

"I think both Courtney and Bryan can tell a good story on the success of Renewal Logistics and how it grew, especially Courtney who had the ability to go out and obtain some of the best clients in a diverse industry. My view is that in the many years of continual working with both Courtney and Bryan it was based on the results of projects in terms of quality and equally important on time efficiency. Renewal's ability to handle such diverse projects was outstanding. The relationship was built on trust and understanding of the requirements of each project and cost analysis for each project was always fair. It would be hard for me not to recommend Renewal Logistics to any business regardless of how small or large."

Lou Schwartz,
QA Manager for PVH (retired)