



What is an OEM (Original Equipment Manufacturer)?

“An organization that makes products from component parts produced by other organizations.”

Automotive examples include: Ford, GM, FCA-Chrysler, Mercedes, BMW, Honda, Toyota, Tesla, etc.

How do they normally source their supply chain?

They usually engage 3PLs like Exel, XPO, Ryder, and Penske Logistics, but the list is growing.

What is Tier 1 Versus Tier 2? How do they source their supply chains?

Tier 1 are normally larger multinational suppliers who engage OEMs at high levels, with operating centers often connected to, or very near, the OEM's plants – Bosch, 3M, Lear, APTIV, GKN.

Tier 2 suppliers supply the Tier 1 with component parts – example: Lear makes interior systems; Tier 2 supplier Johnson Controls makes the motors/switches, for Lear, that move the car seats.

What services does Aeronet supply to the auto companies?

We target premium transportation – when normal transportation fails, or has supply chain irregularities, we support them with air and expedited ground solutions to make sure the day's production requirements are met. Normally, overnight AM services, as well as OTC same-day service.

How do we interact with 3PLs in these complex supply chains? What do they do day-to-day to support OEMs?

We engage the 3PLs, and help them outside their areas of expertise, with premium and White Glove services. In some cases we sign contracts with the OEM's that the 3PL's hold and manage. They have people on site that have replaced the historic traffic and materials management staff and manage truckload, rail and finished auto hall away services.

What is normal transportation?

Ocean to Rail, JIT Truckload, Intermodal –Truck/Rail combos.

What is premium transportation?

Charter, Air, Ground Expedited, Express LTL.

Accreditations

EPA SmartWay – Helps companies advance supply chain sustainability by measuring, benchmarking, and improving freight transportation efficiency.



Shipments: May 1, 2019 – April 30, 2020

Client	Shipments	Chargeable Wt. (lbs)	Invoice Amount (USD)
Ford	452	364,475	\$536,762
Fiat Chrysler Automobiles (FCA)	953	568,993	\$932,987
GM	163	698,930	\$135,645
Total for "Big 3"	1,568	1,632,398	\$1,605,394