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HNI

How HNI Boosted Trailer Cube and
**Reduced Transportation
Costs by 45%**

with Vaux Freight Movement System

Transforming Distribution Efficiency

THROUGH SMARTER FREIGHT MOVEMENT



HARD-TO-STACK FREIGHT

Based in Muscatine, IA, HNI is a leading manufacturer of workplace furnishings. Tasked with moving bulky, hard-to-stack products, the organization needed a better way to control freight costs and keep its distribution network running smoothly. Their loads often left unused trailer space, driving up the number of trips — and the cost.



RISING COSTS

With transportation spending on the rise, the HNI team set a clear priority: increase cube efficiency and cut costs without disrupting day-to-day operations.



THE CHALLENGE:

Excessive costs and low trailer capacity

Traditional floor loading created significant space inefficiencies, limiting how much freight could be moved on each trailer and driving up daily transportation costs.



Mixed freight in a trailer using a traditional floor loading method – a common approach for specific types of non-stackable freight

Several issues made improvement urgent:



Low Cube Utilization

Traditional loading methods averaged only around 600 cubic feet of product per trailer, resulting in substantial unused space that translated into higher cost per unit shipped.



High Shuttle Frequency

Limited load density forced the operation to run multiple shuttles per day to keep pace with production.



Elevated Transportation Costs

These inefficiencies directly impacted HNI's transportation budgets, creating pressure across the distribution network to keep up with outbound volume.

THE SOLUTION:

High-impact capacity gains with Vaux

To help HNI optimize trailer space and reduce recurring transportation spend, Vaux implemented the Freight Movement System. The adjustable six-table configuration of the **Vaux MP (Mobile Platform)** allowed for heavy units to be double- and triple-stacked, signaling a transformative shift from traditional loading.

Other benefits included:



Improved Workflow Visibility

Floor reports made it easy for team members to see exactly what freight was staged on each MP before loading.



Faster Loading and Unloading

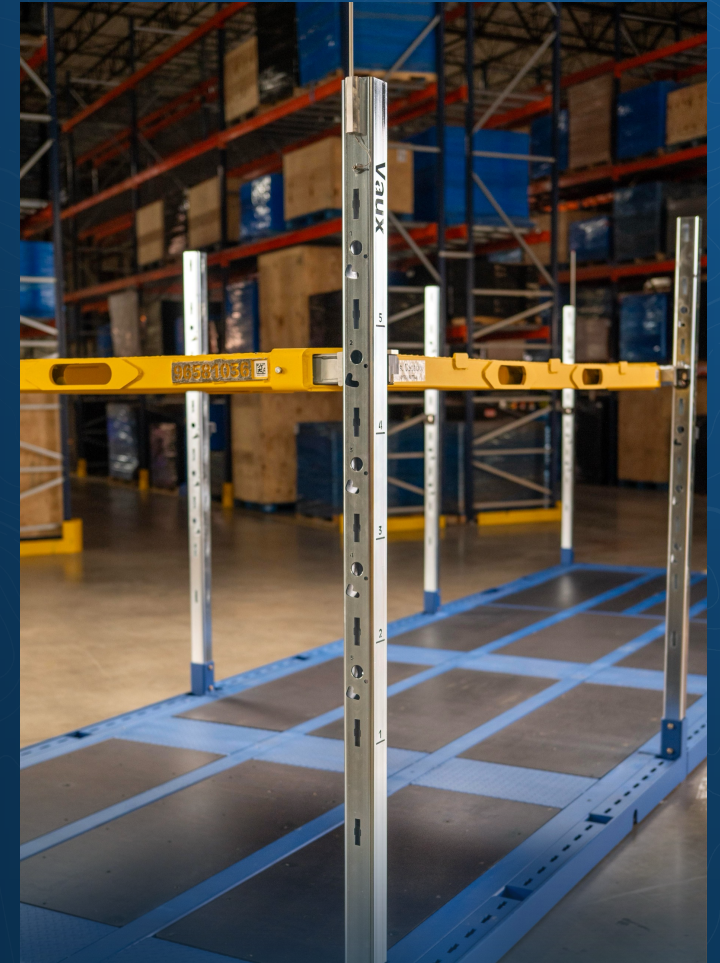
Load/unload times were reduced to under 10 minutes, easing dock congestion and improving operational flow.



Two-Platform Trailer Configuration

Leveraging two MPs with decking tables per trailer helped maximize the overall cube and unit count.

With a support team onsite, the rollout was smooth, and team members quickly became comfortable with the system. Company leaders described the implementation as one of the easiest projects they had run in their operation.



Award-winning Vaux Mobile Platform configured with decking tables, provides a transformative alternative to traditional loading.

THE RESULTS:

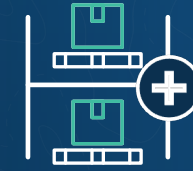
Higher cube, lower cost & fewer shuttle runs

By combining innovative technology with precise operational integration, HNI saw measurable improvements across its transportation network.

Team members quickly embraced the new system, noting that the value was obvious from the first day. One company leader shared that it was “one of the easiest sells to our members. They could easily see the value it generates.”

“This was one of the easiest sells to our members. They could easily see the value it generates.”

Caleb Nesbitt
Project Manager
HNI



+150%
Increase in
Cube Utilization



45%
Lower Shipping Costs
in a Primary Lane



10-15
Shuttle Runs
Eliminated Per Week



10min
Trailer Load and
Unload Times

Let's Help Your Operation MOVE SMARTER

HNI's success shows how combining the Vaux Freight Movement System with hands-on logistics expertise can dramatically increase trailer cube, reduce freight spend and streamline distribution workflows.

If your operation handles bulky, space-challenged or non-stackable goods, there's a better way forward. Vaux can help transform how freight moves through your network and unlock new levels of performance.

Learn more at arcb.com/vaux

