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JSC Acquired by Hy-Tek Material Handling

Hy-Tek Material Handling, Inc., the premier single-source provider of material handling solutions, has acquired Atlanta-based Johnson Stephens Consulting, Inc. (JSC), a supply chain operations consultancy serving retailers, wholesalers, and distributors nationwide. The acquisition was announced by Hy-Tek CEO Sam Grooms.

“The acquisition of JSC and formation of the Hy-Tek consulting division enable us to provide turnkey supply chain solutions to enhance productivity, streamline processes, and boost profitability for our customers,” said Grooms.

The Hy-Tek consulting division is headed by JSC Managing Principals Steve Johnson and Sandy Stephens. JSC provides supply chain solutions to Neiman Marcus, The Home Depot, and Dick’s Sporting Goods among other retailers, wholesalers, e-commerce/direct-to-consumer companies, 3PLs, and consumer products distributors.

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MultiChannel Merchant (MCM) - JSC expert view on COVID-19 impact to the retail supply chain

Steve Johnson - SVP, Consulting Solutions provides insights to MCM on the prospective impact of COVID-19 on the future of the retail supply chain:

Johnson agreed that supply chains need to be compressed, and over-reliance on cheap Chinese goods must end.

“Right now, it’s hitting them hard,” he said. “I hear people saying, ‘I’ve got two months’ of supply of what I need, because I ordered before the Chinese New Year. I have one client with \$74 million in furniture on the water, because they must order so far in advance. It’s not going to be easy – it can’t be just a retailer or two making a change. They need to come together and make a collective effort on behalf of the country or stay greedy when it comes to pricing.”

For example, the price of apparel from 1990 to now, he said, “is flat to slightly up. That is a symptom of this, going in for cheap imports and destroying industries.” Johnson said he’s been encouraged by the return of U.S. manufacturing in categories like appliances and furniture, although he doesn’t see textiles and apparel coming back here.

“Some clients have limited distribution, maybe a single distribution center, so they have to shift to customers in certain geographic areas,” he said. “Some can’t operate at all right now. If I have multiple DCs, I have more touchpoints. It’s definitely showing up now. If you don’t have product in your eastern DC, you might have it in the Midwest and you can get it out the door.”

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5 Best Practices for Reverse Logistics

In today’s supply chain industry, Reverse Logistics (returns) has always been a pain point for all types of



companies, especially those with heavy e-commerce sales. While typically viewed as a dreaded cost center in most companies, this work area can actually enable organizations to stay more competitive and increase customer service by utilizing best practices. To help companies process returns more efficiently and with improved customer service, Johnson Stephens Consulting (JSC) presents the 5 Best Practices for Reverse Logistics. These practices include the following:

1. Smart return labels
2. Sorting product by category
3. Utilizing organized workstations
4. Smart staffing
5. 5S methodology

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